

# THE NATIONAL Provisioner

THE MAGAZINE OF THE

Volume 98

Meat Packing and Allied Industries

Number 1

JANUARY 1, 1938



## THAT'S THE BRAND I WANT!

MORE AND MORE WOMEN are turning to branded, identified sausage.

They know *all* sausage isn't alike. And the only sure way they've found of getting the quality and flavor they want is to insist on a brand they know.

That's why so many packers are putting

### PACKAGING SERVICE

One of our Field Representatives will be glad to help you plan a new package for your product. No obligation. Just write: E. I. du Pont de Nemours & Company, Inc., "Cellophane" Division, Wilmington, Delaware.

their pork sausage in Cellophane transparent wrapping. The sparkle of Cellophane catches the shopper's eye. But more than that, it carries label and brand name in a way that's remembered...in the store and in the home.

LIBRARY

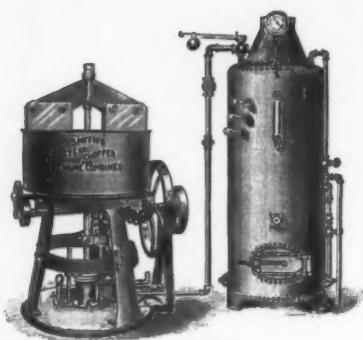
# Cellophane

TRADE MARK

"Cellophane" is a trademark of E. I. du Pont de Nemours & Co., Inc.

DUPONT

REG. U. S. PAT. OFF.



**1868**

# SEVENTY YEARS OF PROGRESS

The crude machine pictured above is the first successful power operated meat cutter ever developed. A sensation in 1868, this wheezing, puffing device, operated by steam, cut a maximum batch of a hundred pounds of meat in thirty minutes.

The efficient, self emptying "BUFFALO" Silent Cutter below which cuts two thousand four hundred pounds of meat in thirty minutes is typical of the many cost reducing improvements embodied in the entire line of world renowned "BUFFALO" Sausage Making Machinery.

Our aim is that in 1938, as in 1868, Buffalo engineers will lead the field in developing sausage making machines

that will reduce costs and improve the quality of product adding even greater prestige to a growing industry.

**1938**



**JOHN E. SMITH'S SONS COMPANY**

FIFTY BROADWAY

BUFFALO, N. Y.

Chicago - 11 Dexter Park Ave.

Los Angeles - 2407 S. Main St.

Dallas - 612 Elm St.

---

**BUFFALO SAUSAGE MACHINERY**

---

**BUSINESS WANTED IT**  
**FORD BUILT IT**



## *New One-Tonner* BRINGS FORD V-8 ECONOMY TO ONE-TON RANGE

Many operators of hauling and delivery units have asked Ford to build a unit that would handle one-ton loads with the same proved performance and economy that Ford V-8 units of larger and smaller capacities bring to their respective fields. Result: The new Ford V-8 One-Tonner.

The One-Tonner has a 122-inch wheelbase. It has been designed to take advantage of the unusually economical 60-hp. V-8 engine, although the 85-hp. V-8 is also available where higher speed and faster acceleration are desired.

Though low in price, the One-Tonner has the time-proved features that make the larger Ford V-8 Trucks so reliable. Frame, springs and axles are designed for high reserve strength, without penalizing economy with excess weight.

Visit the nearest Ford dealer and arrange for an "on-the-job" test with your own loads and your own driver. While there, you will also see the new 1938 Ford V-8 134-inch and 157-inch wheelbase Trucks and the new 112-inch Commercial Cars — the finest, best looking units in all Ford history.

### New Features of 1938 Ford V-8 Trucks

New styling • More comfortable cabs, more head room, new interior trim, softer seats • Quicker stopping brakes • New 134-inch wheelbase, improved load distribution • For 134 and 157 inch trucks, new standard frame width • Larger spindles • Easier steering, roller type with 18-inch wheel • TIME-PROVED FORD TRUCK FEATURES: V-8 engines, 85 and 60 hp. • Full-floating rear axle with tapered roller bearings • Straddle-mounted pinion, ring-gear thrust plate • Centri-Force Clutch, low pedal pressure, high torque capacity • Needle roller bearing universal joints on 134 and 157 inch trucks • Full torque-tube and radius-rod drive, free-shackled springs • Ford Engine and Parts Exchange Plan.

## 1938 FORD V-8 TRUCKS

AND  
COMMERCIAL  
CARS

FORD'S SEVENTH YEAR OF V-8 SUCCESS

Week Ending January 1, 1938

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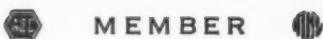
# The National Provisioner

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES

Volume 98

JANUARY 1, 1938

Number 1



Audit Bureau of Circulations  
Associated Business Papers

Official Organ Institute of American Meat  
Packers.  
Published weekly at 407 So. Dearborn St.,  
Chicago, Ill., by The National Provisioner,  
Inc.

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Los Angeles, Calif.

★

Yearly Subscription: U. S., \$8.00; Canada,  
\$4.00; foreign countries, \$5.00. Single copies,  
25 cents.

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★

Daily Market Service  
(Mail and Wire)

"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

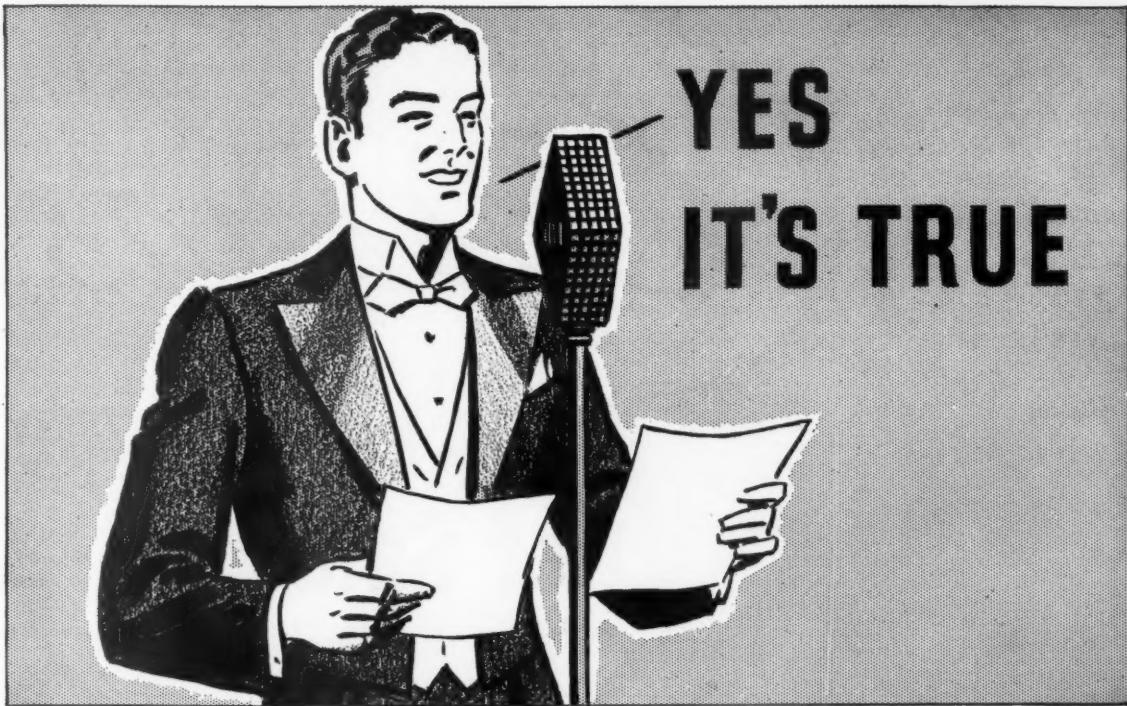
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## What They're Saying About PRESCO PICKLING SALT and the PRESCO PICKLE PUMP...

*"The Perfect Fast-Curing Combination!"*

Provides the Quickest, Easiest and Most Economical Way for Curing Hams, Bacon and Other Meats Without Sacrifice of Tenderness or Flavor

### OTHER FAMOUS PRODUCTS

Made Exclusively By  
This Company Include

PRESCO CERTIFIED CASING COLORS  
PRESCO SAUSAGE SEASONINGS  
NEW PROCESS F. L. P.  
BOARS HEAD PICKLING SALT  
BOARS HEAD SUPER-SEASONINGS

### REDUCES CURING TIME TO A MINIMUM:

Sausage Meats . . . 3 hours

Boned Hams for Boiling  
... 3 to 7 days

Dry Cure Bacon . . . 6 to 10 days

Hams for Smoking  
... 10 to 12 days

### SPEEDS UP PRODUCTION IN THE PACKING PLANT

### INCREASES SALES AND SATISFIED CUSTOMERS

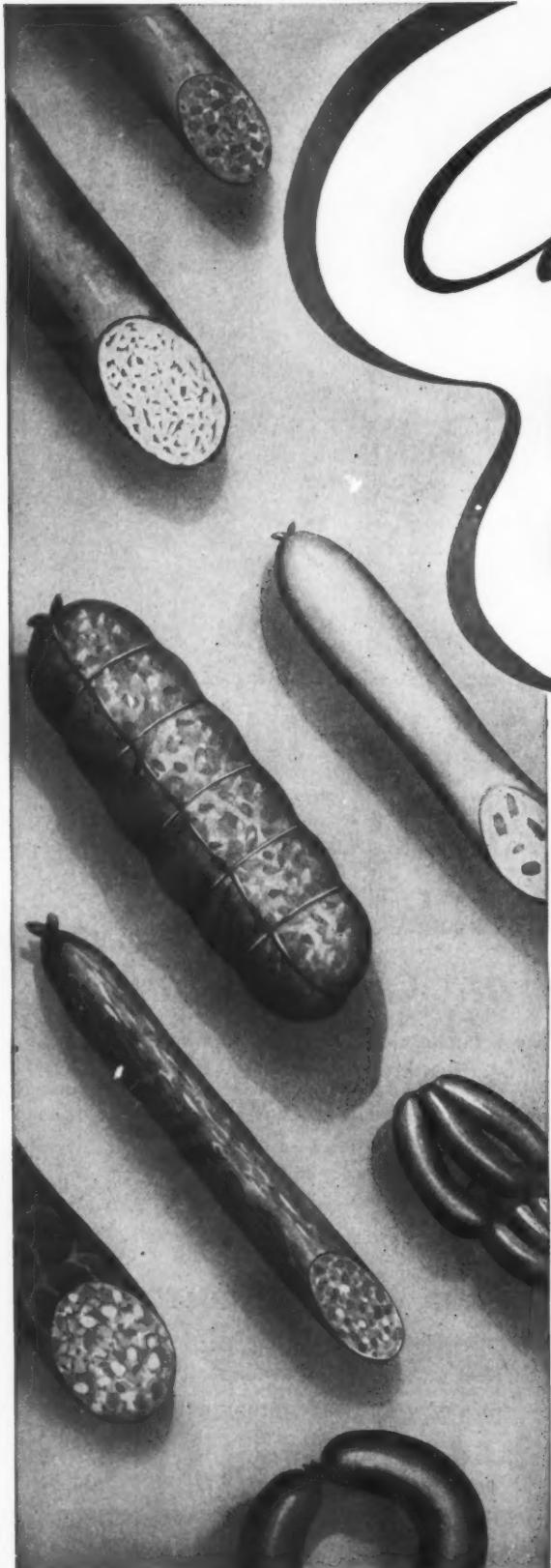
Descriptive Literature, Including Time-Tested Fast-Cure Formulas Available on Request

THE PRESERVALINE MANUFACTURING CO., BROOKLYN, N. Y.



# PRESCO PRODUCTS

FOR THE SCIENTIFIC PROCESSING OF MEAT AND MEAT PRODUCTS



## Casings for every type of Sausage

FOR fresh sausage, cooked sausage, dry sausage—there is a complete selection of Armour casings available. These are casings of fine quality, perfectly processed. They are carefully selected and accurately graded.

*Come to Armour for the finest in*

- ★ BEEF CASINGS
- ★ HOG CASINGS
- ★ SHEEP CASINGS

Prices are *always* in line.

**ARMOUR AND COMPANY**

*Chicago, U. S. A.*

# THE NATIONAL PROVISIONER

JANUARY 1, 1938

*The Magazine of the Meat  
Packing and Allied Industries*

## It PAYS to Spread INFORMATION

★ Producer, Consumer, Worker, Stockholder  
Should Know More About Meat Packing

In the conduct of meat packing organizations there are four major groups whose interests are closely related. Each of these groups feels that its stake is the most important, and each has only incidental concern with the interests of the other.

These four groups are made up of livestock producers, packer stockholders, packer employees and customers for meats and meat products.

Effort to develop a better understanding between livestock producers and packers has been measurably successful, and to a less extent between packers and consumers. Perhaps there has not been enough effort to give employee and packer stockholder an understanding of the interests of farmer and consumer, and to impress on these latter groups the rights and needs of stockholder and worker.

Dissemination of information among the major groups concerned, so they may have an appreciation of the responsibility of each to the other and of the problems involved in discharging that responsibility, appears to be an all-important function of present-day management in meat packing.

Every packer—whether he heads his own organization or is manager for an organization composed entirely of stockholders—has a big job in this direction. As one packer pointed out recently, he must deal with the livestock producer in the purchase of raw material; he must deal with his employees on wages, hours and general working conditions; he must deal with the consumer in furnishing food products that are satisfactory; and, finally, he must account to stockholders on use of their money.

Each of these groups feels that its relation to the meat packer is the most important one. Farmers are inclined to view their relationship as the only one that counts. Consumers of meat products are interested only that the products are good and priced right. The stockholder wants to be sure of his dividend—and this dividend must not be too small; and the worker wants to be sure "he gets his."

Thus the packer must show a profit on the investment in his company or it will be withdrawn or he will be replaced. He must satisfy his employees or they will cause so much unrest as to make economical operation impossible. He must give consumers what they want or they will buy from someone else. And he must pay the producer just as big a percentage of the consumer dollar as he can squeeze out to insure his raw material supply.

Each of these groups must be educated to an understanding of its responsibility to the other, if the company is to prosper in the present-day set up. The wage earner must be satisfied to see the stockholder get a fair dividend. The consumer must be willing to pay a fair price, so that both the worker and the farmer can reap a reasonable return. And the stockholder must realize that there is more to investment than just drawing dividends.

Each packing company which concerns itself with educating each major group in its relationship to the others clarifies the situation for itself, and at the same time lays a safe foundation of support from all.

# VOLUME Sausage Sales

## ★ This Packer Has One Customer Who Buys a Ton and a Half per Week

**O**N THE outskirts of Syracuse, N. Y., at the junction of two highways on the shore of Lake Onondaga, is a "hot dog" stand which should be of considerable interest to the packing industry—if for no other reason than as an example of the sales possibilities in the idea.

Last year this stand did a gross business in excess of \$100,000, and made a net profit of more than \$20,000. Dollar volume and net profits will be greater this year.

This stand—as may be seen from the accompanying illustration—appears to be just another roadside stand. It is modest in appearance, and certainly is no more attractive than perhaps thousands of others which line the highways from Coast to Coast. Nor are there any scenic or amusement attractions nearby to draw to the vicinity the great

lbs. of frankfurters—an average of over a ton per week.

Here is an account that would be welcomed with open arms by any packer or sausage manufacturer.

It seemed reasonable to assume that if one apparently average "hot dog" stand could do this volume, then assuredly there must be many other packer customers in the roadside stand business who were not living up to their possibilities.

### Possibilities For Volume

If only one stand in every locality could be encouraged and educated to increase volume by adopting the methods used here, consumption of franks could be increased enormously and revenue of the meat industry improved accordingly. It seemed the facts might be worth passing



SELLS 1½ TONS OF SAUSAGE PER WEEK

Believe it or not—this roadside stand did a business of over \$100,000 in 1936, and made a net profit in excess of \$20,000. Among its purchases were 157,000 lbs. of Snappys, a sausage specialty made by the Hofmann Packing Co., Syracuse, N. Y.

Owner of this stand credits the unusual success of his business to the popularity of the sausage item and the fact that his only concern when a customer enters the stand is that he will not go away dissatisfied.

numbers of customers required to account for this large volume of business.

### One Million Sandwiches

When a member of THE NATIONAL PROVISIONER staff heard of this business he did some quick figuring. Assuming, he reasoned, that half of the gross business of \$100,000 is from the sale of "red hots" linked eight to the pound, then this stand in 1936 sold 1,000,000 sandwiches and used 125,000

ing on to readers of THE NATIONAL PROVISIONER.

A visit to this stand revealed the situation about as it had been pictured. Here is a business with a relatively modest investment that is enjoying an almost unbelievable volume of sales. The proprietor was most accommodating. No information asked for was refused. Even the request to verify sales figures by reference to the books was granted.

But, aside from his admission that his

only concern when a customer enters is that he may not go away dissatisfied, there was no evidence of unusual methods or policies to account for the success of this business. It began to look as if the popularity of the stand was just one of those things that cannot be explained or accounted for.

### Franks in Ton Lots

Anyway, we thought, while we are on



IDENTIFIES PRODUCT

One of these tags is fastened to every fourth "Snappy" which leaves the plant. It is printed in blue and two shades of orange and measures  $\frac{1}{8}$  in. by  $1\frac{1}{4}$  in.

the job we will make a record, as a matter of interest, of the amounts of the various kinds of meats purchased during the past year. But the books failed to give this information. Purchases of ice cream, pop, beer, buns, mustard,



LOOKS LIKE A FRANK  
—BUT IS DIFFERENT

"Snappys" are packed for sale to retail outlets in 5-lb. blue and orange cartons. The sausage has the appearance of an unsmoked frankfurter and includes beef, veal and cereal, stuffed in sheep casings and linked 8 to the pound. The product is sold both parboiled and raw and is not smoked.

# eat SNAPPYS

**Hofmann's**

#### FIRM NAME AND PRODUCT KEPT BEFORE CONSUMERS

Hofmann believes in advertising. Signs, billboards, radio time and newspaper space are used to build consumer demand for the firm's products. Newspaper ads appear regularly, but whatever product is featured, "Snappys" always are mentioned. Thus the company's most popular and widely-used specialty is used to build prestige and good will for the other products of the firm.

pickles, etc., yes; but no records of meat.

"Mr. Heid," we said, "there are no records of ham, beef, pork, hamburger, frankfurt and chicken purchases."

"That's right," he replied, "we make no such purchases."

"But don't you use meat for sandwiches?"

"Sure we do. We bought 157,000 lbs. last year. We will use more this year. Look under the heading 'Snappys.'"

"And what are Snappys?" we asked. "Are they meats?"

"Come out front and I'll show you what they are."

#### A Sandwich Specialty

What we saw was a sausage stuffed in sheep casings and resembling a frankfurter before it is smoked and cooked. It was plump and firm, apparently expertly made and radiated quality. Stacks of them were piled alongside the two "hot plates." We noticed that those being fried apparently lost little or no weight, and colored to a deep appetizing brown during cooking. They were being served two on a bun, with a slice of cucumber pickle, on a paper plate. For each sandwich passed over the counter 10c was rung up on the cash register.

We tried one of these sandwiches, and thought we had found the answer to Heid's success. It tasted like no other sausage. Texture was similar to that of a frankfurter, and the seasoning was peculiar but distinctive and pleasing. A meat flavor was much in evidence. The sausages had been cooked until the casing was crisp.

This is the only sandwich served at this stand, that ever has been served there or apparently ever will be. It is an exclusive with Mr. Heid.

#### How Sausage Was Developed

We learned that Snappys are manufactured by the Hofmann Packing Co. of Syracuse, and so to the executives of this firm—A. C. Hoffmann, president and N. L. Hoffmann, vice president—we went for further information.

Snappys, they told us, are a combination of beef, veal, cereal and seasoning. They were introduced 45 years ago by the father of the present heads of the business, who founded the firm. For 25

years they were marketed uncooked under the name "Coneys." Later the name was changed to that the product now bears. About this time, also, experiments were made with parboiling, and with minor changes in the formula.

#### A Unique Product

Out of these tests came the present formula, which has not been changed in any detail during the past five years. About 15 years of experimenting, it is estimated, was required to develop the formula and processing methods.

The sausage is stuffed in sheep casings and production methods are very similar to those for frankfurters, except that the sausage is not smoked or colored. It is sold both parboiled and raw in 5-lb., 10-lb., and 15-lb. containers to retailers, roadside stands, hotels and other quantity buyers. No matter what size container is used, a blue and orange string tag bearing the name of the product and of the company is attached to every fourth link.

#### Merchandising Methods

"Snappys" are advertised extensively in newspapers, by direct mail, on billboards and over the radio. Such a wide consumer demand has been built up for them that they are considered to be the most popular and widely consumed meat specialty in the Syracuse territory.

Their reputation is wide and growing, however, the company having received letters from almost every state asking where these sausages, or similar ones, can be purchased. Sales, however, are confined to New York state.

Value to a firm of a high-class meat specialty cannot be measured solely by volume of sales and profits, Hofmann executives believe, for the good will it builds up among consumers is also an important merchandising aid for other products bearing the company's name.

#### Selling the Consumer

The housewife who finds in "Snappys" (Continued on page 28.)



PLANT OF HOFMANN PACKING CO.

Company slaughters livestock, processes meats and inedible products and manufactures sausage and meat specialties. Plant is located on a busy highway leading into the city of Syracuse, N. Y.

## CUDAHY Dollar SALES Greater

**S**ALES of Cudahy Packing Co. for the fiscal year ended October 30, 1937, totaled \$222,000,000, exceeding those of the preceding year by \$21,000,000. However, owing to the necessity



E. A.  
CUDAHY, JR.

\$8,557,528.92 in accounts receivable and \$29,570,350 in inventories. Current liabilities totaled \$22,994,200.35. Surplus on October 30, 1937 amounted to \$7,013,916.90.

### Major Problems of the Packer

Enumerating some of the major problems experienced by the company during the year president E. A. Cudahy, jr., listed higher operating costs due to wage advances, which increased the company's labor pay-roll about 25 per cent; light volume of livestock processed through principal plants of the company during the last half of the year; sharp drop in all commodity prices, and sacrifice of high-costing inventories.

"During the past year livestock prices advanced to new highs for many years," Mr. Cudahy said. "In August prices of the better grades of cattle reached the highest point in eight years and top grades of steers were highest since 1928. Hog prices were higher than at any time since 1928. Prices of meats rose to a point where serious consumer resistance developed.

"The consumer strike against high meat prices was followed by a shrinkage in buying power, occasioned by the pronounced business recession, and compelled us to dispose of many of our perishable products at prices considerably below cost. At the same time other commodity prices dropped sharply and the market on some of our by-products was practically stagnant, with only nominal market quotations for sixty to ninety days. These unfavorable circumstances developed mostly during the three months preceding the close of our fiscal year, and we were forced to assume heavy losses on our inventories."

Mr. Cudahy struck an optimistic note in the outlook of the company for 1938, saying that "we enter the new year with the price structure of the packing indus-

try on a much more conservative basis than that prevailing a year ago. We are adjusting ourselves to the higher cost of doing business and I feel confident that our operations in 1938 will be profitable."

### Optimistic for 1938

Speaking of the prospective livestock supply he said: "As the larger part of the farm income in the Corn Belt is realized from the sale of livestock, it is obvious that as the result of abundant feed crops harvested this year and the present favorable relationship between feed values and livestock prices, it pays the farmer to take full advantage of the opportunity to produce and fatten more livestock. Larger supplies of livestock will react favorably on our operating costs."

Independent unions were formed at all Cudahy plants following the decision establishing the constitutionality of the National Labor Relations Act "without affecting in any way our previous good relationships. Our established policies for the betterment of working conditions are being continued. These include accident prevention, vacations with pay, group insurance, pensions, credit unions, thrift plans and educational and social activities," Mr. Cudahy said.

Consolidated income and surplus account statements for the period from October 31, 1936 to October 30, 1937:

INCOME STATEMENT	
Net sales and operating revenues	\$222,222,016.00
Cost of good sold, including operating costs, excluding charges deducted below	208,155,791.00
	\$ 14,066,225.00
Selling, advertising, general and administrative expense	\$11,485,276.00
Depreciation	1,051,435.00
Taxes (other than income taxes)	1,304,028.00
Bad debts charged off, less recoveries	80,061.00
	14,529,800.00
Operating loss	\$ 463,575.00
Other income and deductions	49,622.00
	\$ 413,953.00
Interest charges	1,315,242.00
	\$ 1,729,195.00
Provision for federal income taxes of subsidiary companies	30,491.00
	\$ 1,759,686.00
Proportion of earnings of subsidiary company applicable to minority interest	16,414.00
Net loss for period	\$ 1,776,100.00

SURPLUS ACCOUNT	
CAPITAL SURPLUS:	
As at October 31, 1936	\$ 1,722,801.49
Add:	
Capital surplus arising from acquisition of additional interest in subsidiary company	3,841.04
	\$ 1,726,642.53
EARNED SURPLUS:	
As at October 31, 1936	\$ 8,229,206.04
Net loss for the period Oct. 31, 1936 to Oct. 30, 1937	1,776,100.00
	\$ 6,453,106.04
Preferred and common stock dividends declared and paid	1,165,831.67
	5,287,274.37
SURPLUS, October 30, 1937	\$ 7,013,916.90

## Fewer Hogs Cut MORRELL Volume

**O**WING to unprecedent droughts, resulting in a shortage of livestock supplies at a time when operating costs increased, John Morrell & Co. experienced a net loss for the fiscal year 1937 for the first time in twenty-six years.



T. H. FOSTER

Sales for the year totaled \$89,636,642.32, an increase of more than \$7,500,000 over those of 1936. Finances of the company were reported as "in splendid shape," current assets totaling \$15,140,185.95 and current liabilities \$6,335,633.14. Surplus on October 30, 1937 was \$5,455,137.05. The company has no funded debt or preferred stock preceding the common share capital.

Of current assets \$2,665,412.74 was in cash, \$4,277,214.03 in accounts receivable; and \$8,324,242.08 in inventories of product and raw materials. Of current liabilities, \$4,500,000 was in bank loans; \$694,812.39 in accounts payable; and \$373,420.73 in accrued federal capital stock tax, property taxes, wages, etc. Capital stock of the company consists of 400,000 shares of common stock authorized and issued, with a net valuation of \$15,062,787.18.

### Droughts Cut Livestock Supply

Speaking of the effects of several severe droughts, President T. Henry Foster said: "The reduced supply of animals made necessary curtailed operations and consequent higher unit costs which were accentuated by higher labor and tax costs.

"The situation, moreover, was made more difficult by the erratic price movements of the year, growing in part out of consumer resistance to the higher product prices which naturally went along with higher live hog values. The effects of this consumer resistance were particularly significant toward the close of the fiscal year, when there occurred material price declines, which continued into the current fiscal year."

Taxes paid or accrued during the year amounted to \$603,111.74, equivalent to \$1.51 per share of capital stock, Mr. Foster said.

Indications are that the basic supply situation is correcting itself, he said. The number of hogs on farms is increasing and the large corn crop makes available ample feeding supplies at relatively favorable prices, setting the stage for a generally improved situation in 1938.

(Continued on page 43.)

# MODERNIZING

## *Step by Step*

### How One Business Grew from a \$50 Start

P LANNING has been substituted for guesswork in the development of the plant and business of the Madison Packing Co., Madison, Ill., from its beginning as a small abattoir handling lambs to a modern plant with a weekly kill of 1,200 hogs, 1,000 cattle and calves and a considerable number of sheep.

The company was founded in 1906 by president John Frangoulis with a capital of less than \$50. He was later joined in the enterprise by his brothers, William and James Frangoulis, who are now respectively vice president and secretary treasurer. During early years the founder was purchasing agent, salesman, driver and collector. The company now employs 120 people and its trucks make daily deliveries over a 100-mile radius from Madison.



#### STARTED WITH FIFTY DOLLARS

When John Frangoulis founded the Madison Packing Co., Madison, Ill., his capital was \$50. Today his plant has a weekly kill of 1,200 hogs, 1,000 cattle and calves and 500 sheep, with a daily sausage capacity of 24,000 lbs. And he keeps on modernizing.

Ever-increasing demand for products made a more or less continuous increase in plant facilities necessary. Ten years ago a modernization and enlargement program was planned by Ernest



#### PLANNED GROWTH MAKES A MODERN PLANT

New and modern meat plant of Madison Packing Co., Madison, Ill., is comprised of a number of units which have been built in past 8 years as part of a planned modernization and expansion program which will result in a plant adapted to federal inspection.

K. Eugene, architect and engineer of Chicago, which will ultimately result in a meat packing unit adapted to federal inspection requirements.

#### Bringing Plant Up to Date

The new plant has been built gradually over the past 8 years. Additions already completed include beef coolers lined with white brick, daylight beef killing floor, hog killing floor, sausage department with 24,000-lb. daily capacity, air-conditioned general office, steel and concrete loading dock with 5-truck capacity, display room and sales department in which black and white tile are used. Diesel engines provide the plant's electric power, and a 50-capacity truck garage has facilities for overhauling motors. Work has also been started on modernization of hog coolers, and further improvements are planned.

#### GOVERNMENT GRADED MEAT

Meat graded by the U. S. Bureau of Agricultural Economics during November, 1937, with comparisons, is reported as follows:

	Nov., 1937, lbs.	11 mos., 1937, lbs.	11 mos., 1936, lbs.
Fresh and frozen:			
Beef .....	29,799,108	369,070,345	412,359,480
Veal and calf .....	481,632	4,608,447	3,302,143
Lamb and mutton .....	2,345,950	21,112,512	16,842,453
Pork .....	275,180	2,814,411	2,131,448
Cured:			
Beef .....	395,908	2,583,548	1,196,873
Pork .....	2,032,252	19,265,804	12,728,623
Sausage .....	3,340,125	35,029,468	31,054,333
Other meats and lard .....	401,013	2,603,135	1,775,607
Total .....	39,071,168	457,117,670	481,390,960

#### MEAT INSPECTED IN NOVEMBER

Meat and meat food products prepared under federal inspection during November, 1937:

	Nov., 1937, lbs.
Meat placed in cure:	
Beef .....	10,908,972
Pork .....	175,049,342
Smoked and/or dried meat:	
Beef .....	4,219,174
Pork .....	90,255,136
Bacon sliced .....	16,800,154
Sausage:	
Fresh finished .....	11,694,464
Smoked and/or cooked .....	42,450,411
Dried or semi-dried .....	6,995,360
Meat loaves, head cheese, chili con carne, jellied products, etc .....	9,614,708
Cooked meat:	
Beef .....	1,076,125
Pork .....	9,967,017
Canned meat and meat products:	
Beef .....	9,366,950
Pork .....	8,306,216
Sausage .....	1,845,752
Soup .....	24,738,978
All other .....	8,272,460
Lard:	
Rendered .....	76,791,146
Refined .....	67,398,790
Oleo stock .....	8,786,862
Edible tallow .....	4,953,849
Compound containing animal fat .....	40,019,832
Oleomargarine containing animal fat .....	4,520,413
Miscellaneous .....	2,012,185

#### PACKERS ARE MODERNIZING

Henry Bailin, livestock dealer, will start construction of a small packing plant at Sioux Falls, S. D., within a short time. The structure will be 50 x 60 ft. and will have one story and basement.

Paulson Packing Co., Los Angeles, Calif., is building a 25 x 24 ft. addition to its plant.

Building permit has been issued for construction of a cooling tower at the plant of Luer Packing Co., Los Angeles, Calif.

# STEEL EQUIPMENT



*is easier to keep clean*

Sanitation makes steel equipment the logical choice. With no porous surfaces or cracks to catch and stubbornly hold the dirt . . . no hard-to-clean-out corners to take that extra wash-up time, "Hallowell" Steel equipment meets the modern requirements.

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*Steel Packing Plant*  
*Equipment.....*



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# MEAT and Prosperity

## What Industry Means Both to Agriculture and Consumer

CONSUMERS have short memories. When they have to pay more for meat they forget there was a drought one, two or three years previously. Not all of them know that it takes that long to reflect the effects of weather conditions in the price they pay for meat. Not all of them have any realization of the importance of meat animals to the prosperity of both agriculture and industry.

Some of these matters were interestingly discussed by H. R. Davison, vice-president, Institute of American Meat Packers, in a talk before the Nebraska Live Stock Breeders' Association at the University of Nebraska.

### Two-Thirds of Farm Land

"Almost two-thirds of the farm land of this country is devoted partly or wholly to the task of producing the meat on its natural menu," said Dr. Davison. "Almost half the country's billion acres of farm land is used in supplying pasture for livestock, and more than a third of the remainder grows hay, grains or other crops fed extensively to livestock.

According to the latest Census of Agriculture, that of 1935, there were nearly seven million farms in this country, of which four out of five raised cattle, three out of five grew hogs, and one in every eleven raised sheep. Thus the livestock population of the country is greater than its human population—there being approximately half as many cattle, two-fifths as many sheep and a third as many hogs in the United States as there are human beings.

The average American eats about fifty pounds of beef per year, six or seven pounds of veal and about the same quantity of lamb, and from 50 to 70 lbs. of pork. Every hour of the year, on the average, the country's farmers have to harvest eight or ten square miles of cornfield to grow the pork that the country consumes in an average hour.

### Many Variable Factors

"But the meat-producing process does not work automatically. It is subject to droughts and other weather factors, to the changing ability of factory workers and other consumers to pay for meat, to the laws and regulations imposed by state and federal governments, and to the varying opinions and preferences of the farmers themselves as to when to raise livestock or when not to, and when to sell them or when not to.

"Suppose farmers raise a bountiful crop of meat—as was the case in 1933

—at a time when ability of consumers to pay for meat is very low. In that case the supply of meat outruns the demand for it, and prices drop very low. Consumers of course get a bargain, but the farmers who grow the meat may get little or nothing for their work.

"Or suppose a disastrous drought comes along—as happened in 1934 and again in 1936, and in Nebraska in 1937. Drought cuts corn and hay crops; and with food so high, farmers have to reduce the number of livestock they are raising. Then in a year or so—when consumers have forgotten all about the drought—along comes an alarming shortage of livestock and meat, and nobody away from the farm or the packinghouse or the meat store seems to understand why meat prices have increased correspondingly.

### Consumer's Food Dollar

"Incidentally, figures of the U. S. Department of Agriculture indicate that the percentages of the consumer's food dollar finally reaching the farmer in the case of meat and of dairy and poultry products (also sometimes distributed by the meat packing industry) are among the highest received by him from any of the food products he raises. In the case of cattle, and particularly of sheep, by-product income often enables the meat packer to pass on to the farmer for the animal as much as he himself will receive for the meat it produces."

### PACKER'S ART CALENDAR

Calendars distributed by John Morrell & Co., Ottumwa, Ia., have set a high standard for this type of advertising material in recent years, and the firm's 1938 calendar is no exception, combining artistic merit, general interest and advertising value. Following the custom of using illustrations of a related series of events, characters, etc., the Morrell calendar for the new year depicts scenes from Shakespeare's plays.

Twelve outstanding episodes have been selected by George Lyman Kittredge, Gurney professor of English literature in Harvard university and an eminent Shakespearean authority, and illustrated by Edward A. Wilson. The scenes illustrated include dramatic episodes in "The Taming of The Shrew," "Hamlet," "King Henry IV," "Romeo and Juliet," "King Lear," "Macbeth" and "Richard III." Each calendar page also bears a full-color illustration of a Morrell meat product. Among the products shown are Prido, Pride ham and bacon, pork sausage, mince meat, canned meats and loaf products.

Morrell calendars are being distributed to consumers by retailers handling the company's products. John Morrell & Co. is also offering art prints of the subjects illustrated in the calendar to those who send in a coupon from the calendar wrapper, three labels from canned meat products made by the firm, plus nominal sum.

# SAUSAGE Production

SAUSAGE production under federal inspection during November, 1937—the first month of the new packer fiscal year—totaled 61,140,435 lbs., and meat loaf production 9,614,703 lbs. Sausage produced fell into the following classifications:

Fresh .....	11,694,464 lbs.
Smoked and/or Cooked .....	42,450,411 lbs.
Dried or semi-dried .....	6,995,560 lbs.

For the 12 months ending October, 1937, sausage production under federal inspection totaled 800,363,813 lbs., the largest with one exception in ten years.

Meat loaf and similar products manufactured under federal inspection during November were slightly less than in November, 1936. But with the exception of October and November, 1937, production in the first month of the new packer year exceeded that of every other month of the preceding year.

### SLICED BACON PRODUCTION

Bacon sliced during November, 1937, exceeded the quantity produced under federal inspection in the same month a year earlier, although hog slaughter during the fall months of 1937 was considerably smaller than in the like period of 1936. A seasonal trend is reflected in the decline in quantity produced from that of the summer and early fall months.

Production from November, 1936, to November, 1937, was as follows:

November, 1936 .....	16,459,062
December, 1936 .....	16,580,698
January, 1937 .....	16,822,584
February .....	15,023,966
March' .....	17,550,153
April .....	17,726,075
May .....	19,184,012
June .....	20,019,361
July .....	20,918,499
August .....	19,869,006
September .....	20,428,301
October .....	17,867,419
November .....	16,800,154

Estimates place the production of sliced bacon under federal inspection at 95 per cent of the total production of the sliced product.

### CANNED MEAT PRODUCTION

Canned meats, meat food products and canned soup with a meat base produced under federal inspection during November, 1937, totaled 52,530,356 lbs., consisting of the following:

Beef .....	9,366,950 lbs.
Pork .....	8,306,216 lbs.
Sausage .....	1,845,752 lbs.
Soup .....	24,738,975 lbs.
All other .....	8,272,460 lbs.

This was the highest production of any month since April, 1937.



**For Quality, Price and Service  
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Quality, price and service determine where you buy Stockinette and no other source of supply can meet these three essentials as adequately as BEMIS.

The retailer prefers the Stockinette protected line because it is not soiled, finger marked or otherwise injured in handling. He does not have to trim his profits by trimming off unsalable meat. Let Bemis Stockinette help maintain your sales on fore and hind quarters, rounds, calves, lambs, chuck, loins, hams, bacon, franks and weiners.

There's a Bemis plant or office near you...let the Bemis representative explain the many advantages of Bemis Stockinette...or write today for sample.



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Chicago	San Francisco	Seattle	Louisville	Omaha	Norfolk, Va.
Brooklyn	Boston	New Orleans	Houston	Oklahoma City	Peoria
Detroit	Buffalo	Kansas City	Denver	Wichita	Salina, Kans.

# PRACTICAL POINTS

*for the trade*

## Mosaic Sausage

Mosaic sausage has an unusual appearance when sliced. An Eastern sausage manufacturer wants to know how to make this product. He writes:

Editor THE NATIONAL PROVISIONER:

Can you furnish us with a formula and processing directions for the manufacture of mosaic sausage?

Some processors use veal trimmings as the basic meat in making this sausage while others use extra lean pork trimmings. One formula calls for:

75 lbs. veal trimmings  
10 lbs. regular pork trimmings  
8 lbs. diced and scalped back fat  
7 lbs. diced cooked hearts  
2 lbs. peeled pistachio nuts  
3 cans pimentos (28 oz. size)  
4 lbs. binder  
2 lbs. relish or chopped sweet pickles

Grind veal trimmings through  $\frac{1}{8}$ -in. plate and again through  $\frac{1}{8}$ -in. plate with:

3 lbs. salt  
8 oz. sugar  
 $\frac{1}{4}$  oz. nitrite of soda  
2 oz. sodium nitrate

Veal is then placed in silent cutter and chopped with binder and following seasoning ingredients:

6 oz. ground white pepper  
1 oz. ground ginger  
2 oz. ground mustard  
2 oz. onion powder  
1 oz. cardamom

Add ice to veal in cutter, then put in ground regular pork trimmings and chop all until meat is of correct consistency.

Many sausage manufacturers have found it desirable to use ready prepared seasonings or specially prepared seasonings, as manufactured by reputable firms, in making this and other sausage products. Use of such blended seasonings prevents variation in flavor from batch to batch and is also convenient.

## Curing and Processing

Put meat mixture in mixer with diced fat, hearts, pistachio nuts, pimentos and relish. Other ingredients may also be added to dress up the sausage and give it an unusual appearance. Mix all materials thoroughly and stuff in beef bungs or in corresponding artificial casings. Hang product in cooler overnight or for a period long enough for development of color.

Cook sausage next morning for 3 hours at 170 degs. F. and chill in cold water for at least 30 minutes. Mosaic

sausage is smoked lightly until dried off and is then placed in cooler until shipped.

Another method of handling the sausage is to smoke it lightly on morning after stuffing. It is then cooked for 2 to 3 hours at 160 to 170 degs. and chilled.

## LINING LARD BARRELS

A Southern packer wants to know what material is used for coating the inside of wooden lard containers. He writes:

Editor THE NATIONAL PROVISIONER:

What material is commonly used for coating the inside of wooden lard containers? How is it applied?

Commercial silicate of soda is used to coat the inside of lard kegs, pails, barrels and tierces to prevent loss of lard by seepage into the wood, and also through any small openings in the container. Paraffine is only suitable for lining lard containers which are to be filled with cold lard. Silicate of soda is a transparent, heavy liquid and is reduced with hot water to the consistency of a light syrup.

## BACON for Slicing

• • •

Many packers who make sliced bacon are not satisfied with their results. They handle the bacon for slicing as if it were to be sold as slab bacon. *This cannot be done.*

If the bacon is not prepared right it is likely to mould when it is sliced and packaged, especially if it is held in the retail market for some days.

Sometimes the packer thinks this is the fault of the wrapping or container. This is not the case. *The trouble is in the method of handling.*

Instructions for preparing bacon for slicing have been published in THE NATIONAL PROVISIONER. Subscribers can secure copy by sending 10c in stamps with request on the attached coupon.

The National Provisioner  
407 So. Dearborn St., Chicago, Ill.  
Please send me instructions on "Bacon for Slicing."

Name .....

Street .....

City .....

(Enclosed find 10c in stamps.)

While it is still hot the silicate is applied to inside of open containers by spraying or painting or merely by putting some in container which is then rolled around. The latter treatment is often used for applying the silicate to barrels and tierces.

If a bung is placed in the bung hole of the barrel or tierce, the silicate is forced into pores of wood by expansion of the air inside container which is heated by hot silicate. The hot solution may also be driven into pores by about 5 lbs. air pressure supplied from an air line. When silicate has been driven into staves, the bung is removed and surplus liquid drained out.

The container is not used until coating of silicate is thoroughly dry. This can be determined in case of barrels by feeling the interior near bung hole which is the last area to dry.

Tierces used for lard should be tight and well coopered. Wooden containers should be carefully inspected for worm or knot holes. They should be absolutely clean before any silicate is poured in and should be free from sawdust, shaving or other foreign material which might spoil product.

## DEFROSTING FROZEN HAMS

What is the best temperature at which to defrost frozen hams? An Eastern packer writes:

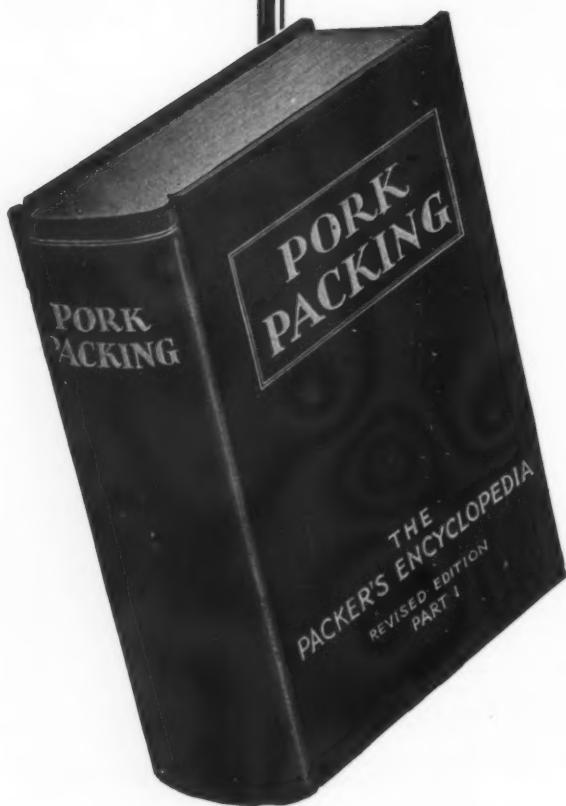
Editor THE NATIONAL PROVISIONER:

Can you tell us the proper temperature at which to defrost frozen hams in pickle? There seems to be some variation in temperatures used in different plants.

A good many packers defrost hams by immersing them in an equal weight of plain pickle of 25 degs. salometer strength. The frozen hams chill the pickle, which is constantly agitated by circulation or injecting air into the vat, and the pickle must be continuously withdrawn and warmed to a temperature of 45 degs. F. The hams are withdrawn and are ready for regular cure when their internal temperature has been brought up to 38 degs.

Other processors use weak pickle with a temperature of 50 degs. F. or somewhat higher for defrosting. Any temperature within the range mentioned here should accomplish the desired result, the higher temperatures in a somewhat shorter time.

Pork cuts are defrosted in the open air in a room which is maintained at 65 degs. and provided with a good circulation of air. Meat should be removed to curing department as fast as it is defrosted.



# Pork Department PROFITS

depend on how you operate the pork division of your plant. So important is this activity that this whole 360-page volume is devoted to discussion of the problems which come up in pork packing—practical solutions that make for greater efficiency in operation.

**KNOW YOUR COSTS** — Particular emphasis has been laid on figuring of tests, which plays such an important part in pork operations. 100 pages of tables showing results of actual tests are a guide to the packer who wants to know how his product will figure out.

## CONTENTS

Buying — Killing —  
Handling Fancy Meats —  
Chilling and Refrigeration — Cutting —  
Trimming — Cutting Tests — Making and Converting Pork Cuts — Lard Manufacture — Provision Trading Rules — Curing Pork Meats — Soaking and Smoking — Packing Fancy Meats — Sausage and Cooked Meats — Rendering Inedible Products — Labor and Cost Distribution — and Merchandising.

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\$1.00 EXTRA

Utilizing the hog carcass to best advantage is a day-to-day problem, requiring not only constant study of markets, but also application of the results of this study to daily operations in the plant. "PORK PACKING" tells you how to match your output to the market demand.

## *For the Sausage Manufacturer*

**Chapter XIV: Stuffing the Casings—Handling large sausages—Smokehouse temperatures—Use of cookers and vats—Avoiding mold and discoloration—Trimmings—Curing—Mixing—Chopping and stuffing—Casings—Surface mold—Dry sausage—Sausage cost accounting—Sausage formulas—Manufacturing instructions—Container specifications—Preparing boiled hams—Making baked hams.**

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**THE NATIONAL PROVISIONER**

407 South Dearborn Street

Chicago, Illinois

## Recent Patents

### New Devices Relating to the Meat and Allied Industries on Which U. S. Patents Have Been Granted.

**Treatment of Hog Carcasses.**—Frederick M. Tobin, Rochester, N. Y., assignor to Tobin Packing Co., Fort Dodge, Ia. Process comprising applying an appreciable amount of moisture to carcass, then immediately thereafter dipping moistened carcass in a molten, readily congealable, adhesive liquid for a sufficient length of time to form a seal-like coating, and at a sufficient temperature to change moisture on skin of carcass into steam. Coating is cooled to a plastic state and removed from carcass, releasing matter loosened by the steam and removing hair imbedded in coating. Granted November 23, 1937. No. 2,100,299.

The primary object of this invention is to provide an improved method of treating a machine-dehaired hog carcass which serves not only effectively to remove any and all remaining hairs, but also materially improves condition and quality of carcass for use as a human food or food-product. Other objects of the invention and various advantages and characteristics of this method of treating a hog carcass are described in THE NATIONAL PROVISIONER, Sept. 11, 1937, page 15.

**Overhead Rail Cleaner.**—Louis W. Kahn, Cincinnati, O. A carriage, means for suspending it from the rail, a power actuated cleaning means and operating means. This device is for cleaning the side faces of a rail. Granted December 14, 1937. No. 2,102,537.

**Smoke Stick.**—John Hans Stimbra, Philadelphia, Pa. Tubular member formed with a plurality of large circular openings between which are interspersed a plurality of rectangular openings. Granted October 26, 1937. No. 2,097,050.

**Device for Treating Beef Carcasses.**—Grant H. Miller, Caldwell, N. J. An apparatus with a plurality of engaging means for shaping a carcass. Granted December 14, 1937. No. 2,102,084.

**Shortening Finishing.**—Truman M. Godfrey, Winchester, Mass., and Victor Serbell, Leonia, N. J., assignors to Lever Bros. Co. Method is claimed to form a substantially dry plastic shortening. Process comprises chilling fat to a semi-solid form, aerating it, simultaneously heating and agitating fat and forcing it through a small texturizing orifice under pressure. Fat is then allowed to move slowly without any material addition or subtraction of heat and is again texturized under pressure through a second small orifice. Granted December 7, 1937. No. 2,101,496.

**Curing Hams.**—John C. Kistler, Chicago, Ill., assignor to Armour and Company. Hams are first partially cured with a salt curing solution, immersed in hot water at a temperature 60 to 75 degs. C. for 4 to 6 hours and smoked in the usual manner. Granted December 7, 1937. No. 2,101,547.

**Artificial Sausage Casing.**—Gustav Sachsenroder, Wuppertal-Barmen, Allee, Germany. A casing of hydrated fibrous paper treated to a degree that its lateral extensibility at the periphery of the casing in the wet state exceeds 25 per cent. It is claimed to have a skin-like translucent consistency. Granted December 14, 1937. No. 2,101,958.

**Freezing Method.**—Frederick Oliver Smith Bland, Hamburg, Germany. Process consists in immersing foodstuffs to be preserved in a liquid chilling medium cooled to at least minus 30 degs. C., made up of 20 to 40 per cent glycerine, 20 to 40 per cent ethyl alcohol and 25 to 40 per cent water. Granted December 14, 1937. No. 2,102,506.

**Preserving Oils and Fats.**—Mayne R. Coe, Washington, D. C., dedicated to free use of people of the United States. Two processes for preventing rancidity are covered. One provides for incorporating substantially pure catalese in the product; the other for the incorporation of ripened cheese. This patent was granted on November 2, 1937. No. 2,097,516.

**Finishing Fats.**—Harry A. Keck, Teaneck, N. J., assignor to Leyer Bros. Co. This process is intended to form a substantially dry plastic shortening by chilling fat to a semi-solid form, aerating it, simultaneously agitating, heating and propelling the fat and forcing it through a small texturizing orifice under pressure. This patent was granted on December 7, 1937. No. 2,101,501.

**Preparing Fat and Oil Splitting Enzyme.**—Etsuo Takamiya, Moji, Japan. Process consists in adjusting oil content of seed material, which contains said enzyme, to a minimum of 5 per cent of its weight. The oil adjusted material is then subjected to the action of from 40 to 5 per cent of their weight of a 0.6 to 1.2 normal solution of an acid. Enzyme material is then separated from oil and acid mixture. This patent was granted on December 14, 1937. No. 2,102,101.

**Manufacture of Oleomargarine.**—Howard A. Morris, Toledo, O. Method of continuously and uniformly producing margarine, consisting of spraying determined charges of emulsion into a cold liquid bath of maintained temperature to form granular particles and centrifuging the particles and liquid to remove a predetermined quantity of liquid. Resulting mixture is worked at a temperature above that of the liquid bath to form depressions, which are filled with milk to insure uniform charges of the latter in the mixture. After addition of milk mixture is again worked. Granted November 30, 1937. No. 2,100,866.

## Brands and Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER. Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

### TRADE MARK APPLICATIONS

**Oscar Mayer & Co., Inc.**, Chicago, Ill. For sausage. Trade mark consists of the design of a relatively narrow band encircling the product centrally. Claims use since March 20, 1929. Application serial No. 391,986.

**John Morrell & Co.**, Ottumwa, Ia. For smoked boneless pork butts. Trade mark: PRIDETTE. Claims use since August 24, 1937. Application serial No. 397,511.

**H. H. Meyer Packing Co.**, Cincinnati, O. For hams. Trade mark: MEYER'S VERI-TENDER HAMS. Claims use since May 10, 1937. Application serial No. 394,624.

**Recorg Supply Corp.**, Chicago, Ill. For canned Vienna sausage. Trade mark: BEL-DINE. Claims use since June 15, 1937. Application serial No. 382,767.

**Rutherford Food Corp.**, Kansas City, Mo. For chili con carne and tamales. Trade mark: TEXTANG. Claims use since March 15, 1937. Application serial No. 395,970.

**Maggi Co., Inc.**, New York City. For bouillon cubes. Trade mark: MAGGI'S in three different designs. Claims use since October 23, 1908. Application serial numbers 396,145, 396,146 and 396,147.

**Leghorn Trading Co., Inc.**, New York City. For edible oils. Trade mark: POCAR. Claims use since March 1, 1935. Application serial No. 397,135.

**Schokoladenfabrik Mauxion M. B. H.**, Saalfeld, Germany. For fresh, canned and dried meats. Trade mark: MAUXION. Claims use since 1921. Application serial No. 389,480.

**W. J. Lake & Co.**, Seattle, Wash. For lard. Trade mark: CONCHA BLANCA. Claims use since April 27, 1937. Application serial No. 396,820.

**Interstate Cotton Oil Refining Co.**, Sherman, Tex. For lard substitute composed of vegetable oils. Trade mark: JACK RABBIT. Claims use since February 5, 1914. Application serial No. 398,162.

**The Cudahy Packing Co.**, Chicago, Ill. For dressed poultry. Trade mark: WESTERN PRIZE. Claims use since July 12, 1937. Application serial No. 397,279.

**Vimpep Foods, Inc.**, Cambridge, Md. For dog and cat food. Trade mark: PLAY BALL. Claims use since September 15, 1937. Application serial No. 397,781.

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Sixteen big Frick machines with capacity totalling 450 tons of Refrigeration, carry the immense cooling and storage load. Temperatures range down to 30 deg. below zero.

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**FRICK** & CO.  
U.S.A.  
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## **WHAT It Is-- WHY It Is Needed-- WHERE To Use It--**

These are the subjects covered in detail in this handsome binder full of the articles by outstanding authorities which have been published in *The National Provisioner* since August, 1935.

**WHAT** are the nine properties of "air-conditioned" atmosphere? The meat packer must know what he is attempting to achieve if he tackles this subject intelligently.

**WHY** is air-conditioning better than simple refrigeration as far as the meat packer is concerned? There are ample reasons, and one typical meat packer is effecting savings up to \$15,000 a year because of these reasons.

**WHERE** should the packer start to install air-conditioning and what departments should come next? There is a best way to modernize your plant, when air-conditioning is installed.

*This compilation of reprinted articles answers these and many other questions, and tells how to proceed, as well. It gives experiences of other packers, specific results from tests and installation data. Reprints of articles appearing currently in THE NATIONAL PROVISIONER are furnished to owners of the binder and the series of articles will cover every phase of the subject. At only \$1.25 a copy, this handbook should be on your MUST list.*

**Order Your Copy Today!**

**THE NATIONAL PROVISIONER**  
407 South Dearborn Street, Chicago, Illinois

# REFRIGERATION and Air Conditioning

## Use of FROZEN MEATS

### Results of Tests at the University of Illinois

WHAT is the best method of preparing frozen meats for cooking in the home?

What are the results when frozen meats are prepared for serving?

These are some of the questions on which information may be needed by the packer who may sometime consider the production of packaged frozen meats.

Results of an investigation into the preparation of frozen meats for cooking have been issued by the University of Illinois. The investigation was inspired by the rapid increase in number of cold storage locker plants in the state and the quantity of meat being placed in them, and was undertaken as a joint study by the Departments of Home Economics and Animal Husbandry.

#### Purpose of Investigation

The laboratory tests were made by Elizabeth Rogosheski, instructor in home economics, under the direction of Sybil Woodruff, professor of home economics. The meats were prepared for freezer storage by Sleeter Bull, associate professor of meats. This preliminary report has been issued for the purpose of assisting those operating or patronizing cold storage locker plants.

Freezer storage of meats raises many problems in handling and cooking which only laboratory tests can solve. It was for the purpose of answering such questions that a short-time study was made, starting June 10, 1937. The results are given out for whatever immediate usefulness they may have, though it should be clearly understood that too few tests were made for them to be considered final or inclusive.

The meats were in freezer-storage for a much shorter time (about 7 to 24 days) than would be the case in actual practice. Only one cooking experiment was made on each kind of cut, though each was preceded by a preliminary or trial test of like kind. The one real test was judged by four men and four women who tasted and scored the quality of the cooked meat. Their method of judging was a standard one used for

many years by the National Cooperative Meat Investigators.

#### Meats and Freezing Methods

Beef from good grade heifer carcasses and pork from choice butcher carcasses was used. The beef had been aged for twelve days at 32 degs. F., and the pork for seven days. Each cut was wrapped separately in moisture-proof parchment paper and frozen under the conditions given below. After freezing, it was held in storage at 10 degs. F. until used.

Table I.—Meats and Temperatures Used in Test 48 Hours in Sharp Freezer.

BEEF.		
Rib roasts (about 5½ lbs.)	—10 degs. F.	
Shoulder arm pot roast (about 3 lbs.)	—10 degs. F.	
Club steaks (1 in. thick)	6 degs. F.	
Round steaks (½ in. thick)	6 degs. F.	
Ground beef in ¼-lb. patties separated from each other by parchment paper, in quart size pasteboard ice cream carton	6 degs. F.	
PORK.		
Loin roasts (about 3 lbs.)	6 degs. F.	
Loin chops (½–¾ in. thick)	6 degs. F.	
Sausage (packed same as ground beef)	10 degs. F.	

#### Methods of Cooking

A hole to the center of the large muscle was made in frozen roasts and steaks with a slender, metal tube; a thermometer was inserted in the hole. The tem-

perature of the thawed meat was allowed to come to that of the surroundings before it was cooked. Time required for thawing varied according to shape, size, and amount of fat.

Five cuts of each kind were cooked in each test to see whether or not there was any advantage in thawing before cooking. They were handled as follows:

	Time for thawing	Thick cuts	Thin cuts
3—Thawed in electric refrig. (30 degs. F.)	44-50 hrs.	20-24 hrs.	
2—Thawed in ice refrig. (54 degs. F.)	22-48 hrs.	20-21 hrs.	
3—Thawed at room temp. (about 81 degs. F.)	6-20 hrs.	3-5 hrs.	
4—Not thawed before cooking. 5—Not frozen.			

**Roasting.**—Beef ribs in open pan, oven temperature 500 degs. F. for a 20 minute searing period, 257 degs. F. for remainder of cooking to inner temperature of 136 degs. F. Pork loin roasts in open pan, oven temperature 500 degs. F. for 20 minutes, then 300 degs. F. for remainder of cooking to inner temperature of 192 degs. F.

**Pot Roasting.**—Beef shoulder arms, by searing in hot Dutch ovens, then adding ¼ cup water and cooking covered for three hours.

**Broiling.**—Beef club steaks, in electric broiler (temperature 550 degs. F.) until



#### EFFECT ON FLAVOR OF FREEZING MEAT

Tests at the University of Illinois indicate that after cooking there is no difference in the flavor of fresh beef and that which has been held in freezer storage—whether the meat is defrosted before being placed in the oven or during the cooking process. Freezing seems to tenderize pork and make it more juicy, but has little effect on flavor.

inner temperature of steak was 154 degs. F. Pork chops broiled for 20 minutes without thermometer inserted. The unthawed chops cooked longer (see results).

**Frying.**—Round steak, floured, was fried in hot pan 6 to 7 minutes. Ground beef and sausage patties were cooked for the time given under results.

### Results

The judges liked the flavor and quality of frozen meats and those not frozen about equally well, except that they quite consistently thought the frozen pork more tender and more juicy than the fresh.

No consistent preference was expressed for a method of thawing, though they seemed to like the thawed meat a little better than that which was cooked while still frozen. The difference of opinion was slight, however.

Losses in weight during thawing were about the same in each case and usually no greater than one to two per cent. Losses during cooking in the five samples were never markedly different from each other.

Maximum length of time which frozen meats could be kept after they were removed to the home refrigerator, before a tainted odor appeared, was two to three days in an ice refrigerator and three to four days in an electric refrigerator, depending on the thickness of the pieces.

Time required to cook thawed and unthawed meats differed to the extent shown in Table II. Round steaks and pot roasts are not given because they were all cooked the same length of time regardless of degree of doneness. The two roasts of a pair did not weigh exactly the same.

Table II.—Time Required to Cook Thawed and Unthawed Meats.

Thawed meat	Not thawed	
	Time per pound	Time per pound
Total time (min.)	Total time (min.)	Total time (min.)
Beef rib roast. 2½ hrs.	27	3¾ hrs. 40
Pork loin roast. 2 hrs.	40	2¾ hrs. 53
Club steaks ... 20 min.	30 min.	
Pork chops ... 20 min.	35 min.	
Ground beef ... 11-13 min.	16-20 min.	
Sausage ..... 16-19 min.	30-32 min.	

### Locker-System Processing

The following points are thought to be worth observing in locker-system processing and in using frozen meats:

1.—Remember that the quality of the freezer-stored meat will depend upon the quality and cleanliness of the meat which went into the locker. Cut the pieces small enough to be of the right size for the size of the family.

2.—Prepare meat for freezing by wrapping each cut in parchment or some other moisture-proof paper. Stamp the name of the cut, the date, and the locker number on each package.

3.—After meats are removed to the home refrigerator, plan to use thick cuts (roasts weighing 3 to 5 pounds) within at least 48 to 72 hours. Use thin cuts

(steaks, ground meat, etc.) within 24 to 48 hours. Pork spoils more quickly than beef. Do not remove paper from the cut until ready to cook. Keep meat in the coldest part of the refrigerator until ready to use. Meats thaw more slowly and keep for a longer time in a well-built, low-temperature refrigerator than in a less efficient one.

4.—Meats can be satisfactorily cooked either while still frozen or soon after they are thawed. The frequency of one's visits to the lockers will determine which one is most convenient.

5.—More time must be allowed for cooking meats which are not first thawed—about 12 to 15 minutes more per pound for roasts. (See results given previously for increase in time required for thin cuts.)

6.—A meat thermometer with its bulb in the center of the large muscle is the only exact means of determining when a roast is done. Its outward appearance is deceiving with respect to degree of doneness at the center. (See previous information for inner temperature.)

7.—To insert a thermometer into frozen meat, make a hole with a stout ice pick or a hollow metal borer. Chill the thermometer before inserting in the hole to prevent breakage.

8.—Shaping ground beef and sausage into patties before they are packed for freezing makes it possible to cook them without thawing, and with no further handling. Separate them from each other with two thicknesses of parchment paper. They can be packed advantageously in quart-size pasteboard ice cream containers.

### Holiday Greetings

Seasonal greetings and good wishes received by THE NATIONAL PROVISIONER in addition to those acknowledged in the issue of December 25 have been received from the following:

W. F. Schluderberg, president, Wm. Schluderberg-T. J. Kurlde Co., Baltimore, Md.; H. H. Corey, vice president, Geo. A. Hormel & Co., Austin, Minn.; Oscar F., Oscar G., Gottfried and Carl G. Mayer and Eddie Althouse, Oscar Mayer & Co., Chicago; Louis W. Kahn, president, and Albert H. Kahn, vice president, E. Kahn's Sons Co., Cincinnati, O.; Sidney Meisser, president, Essem Packing Co., Lawrence, Mass.

F. G. Duffield, Jay E. Decker, P. J. Thogerson, C. J. Wacker, O. C. Senn, W. B. Rae, E. D. Dunlop, J. A. Hoffman and L. M. Sweesy, Jacob E. Decker & Sons Co., Mason City, Ia.; Harry I. Hoffman, president, J. S. Hoffman Co., Chicago; A. L. Pinkney, president, Pinkney Packing Co., Amarillo, Tex.; G. L. Childress, general manager, Houston Packing Co., Houston, Tex.; E. T. Randolph, Arnold Bros. Co., Chicago; W. F. Gohlke, president, Walker's Austin Chile Co., Austin, Tex.

W. F. Cox, president, and J. A. Roberts, vice president, Georgia Packing Co., Thomasville, Ga.; John Tiedemann,

Tiedemann & Harris, San Francisco, Calif.; I. Schlaifer, sales manager, Dold Packing Co., Omaha, Neb.; Floyd Edwards, D. E. Nebergall Co., Albany, Ore.; E. L. Neubauer, vice president, Field Packing Co., Owensboro, Ky.; Fred Anderson, sales manager, East Tennessee Packing Co., Knoxville, Tenn.; John M. Snyder, Utica, N. Y.; Karl Symons, Agar Packing & Provision Corp., Chicago.

Don Smith, adv. and sales promotion manager, E. A. Ellendt, Paul J. Barry and J. M. Sheridan, canned meat dept., Wilson & Co., Chicago; Elliott Balestier, jr., secretary, National Casings Dealers Association, New York.

E. G. James and associates, E. G. James & Co., Chicago; W. T. Bresnahan, John W. Hall, Inc., Chicago; John W. Stewart, Detroit, Mich.; Geo. H. Elliott & Co., Chicago; Henry E. Bender, Chicago; Stanley Hess, Hess-Stephenson, Chicago; Irvin A. Busse, Packers Commission Co., Chicago; Paul F. Gustwick, Western Hide Co., Yoakum, Tex.; Wm. H. Fryer, president, BoPeep Markets, Indianapolis, Ind.

Herman Schmidt, president, Cincinnati Butchers Supply Corp., Cincinnati, O.; W. A. Bowe, manager sales promotion and advertising, Carrier Corporation, Syracuse, N. Y.; E. W. Hulsebosch, International Salt Co., New York; D. A. Weill and Martin D. Levy, Berth. Levi & Co., Chicago; Lawrence Pfaelzer, vice president, Independent Casing Co., Chicago; F. A. Kennedy, Visking Corp., Los Angeles, Calif.; Ed. Seeger, A. C. Legg Packing Co., Birmingham, Ala.; Julius Jaffee, Dallas Butchers' Supply Co., Dallas, Tex.; Clarence Birdseye, Birdseye Frosted Foods, Gloucester, Mass.

A. L. Smith, John J. Felin & Co., Inc., Philadelphia, Pa.; A. J. Gillette, Superior Packing Co., St. Paul, Minn.; M. W. Stults, Frank & Co., Milwaukee, Wis.; C. Barbosky, Major Bros. Packing Co., Mishawaka, Ind.; E. L. Jennings, Memphis Packing Corp., Memphis, Tenn.; Wm. Wendling, Frederick County Products Co., Hagerstown, Md.

A. J. Mills & Co., London, Eng.; Dr. Fernand Kabus, Angostura Corp., Trinidad, B.W.I.; H. G. Lawson Johnston, Henius, Ltd., London, Eng.; Graham and Ernest Doonan, J. S. Corden & Co., Perth, West Australia; Sidney Blake, Silvester Bros., Sydney, Australia.

### REFRIGERATION NOTES

Pontiac Ice & Fuel Co., Pontiac, Ill., has awarded contract for construction of cold storage locker plant.

N. A. Rhodes has started operation of a new cold storage locker unit at Woodland, Wash.

A 450-locker cold storage plant has been opened by Greenfield Creamery, Corning, Ia.

B. D. Steuben plans to start a cold storage locker plant at Rockford, Ia.

Diamond Ice Co. is erecting an addition to house a cold storage locker unit at Cottonwood Falls, Kans.

## LEGAL Pointers

For the Meat Packing Executive  
Who Sets Company Policy

### Labor Act Jurisdiction

Since federal regulation of labor and industry is based chiefly on the commerce clause of the constitution, regulatory laws are applicable, under Supreme Court decisions, only to manufacturers and others engaged in interstate commerce or in activities "affecting" interstate commerce.

Recently a fruit canning and packing company in California challenged authority of the National Labor Relations Board to regulate the company's labor relations. The company asserted it was not doing an interstate business and that its activities within the state of California did not "affect" interstate commerce.

The company obtained all its raw material within California, where all its plants were located and 61 per cent of its output was sold and consumed. Only 39 per cent of the firm's production was shipped into other states and foreign countries. The company asserted that title and ownership of goods shipped out of the state passed to buyer before they were transported by an interstate railroad or other carrier. The U. S. Circuit court of appeals was asked to decide whether or not the NLRB had jurisdiction over the company's labor policies and practices.

The court explained that earlier concepts of intrastate and interstate commerce have been superseded and overruled by the decision of the U. S. Supreme Court in the Jones and Laughlin Steel Corp. case. Applying the "newer" view of interstate commerce to the fruit packing company, the circuit court said:

"The labor dispute leading to the discharge of the employes, the declaration of the products as 'hot' and the sympathetic refusal of other unions to handle them, 'throttled' the flow of interstate commerce and 'put in jeopardy' its future flow, to the extent of 39 per cent of the company's products manufactured to be shipped into that commerce."

This means that if a local manufacturer's products, or some of them are intended for ultimate shipment into other states, the ability of strikers or sympathetic labor organizations to retard or block such shipments, operates to subject the manufacturer to federal control because his activities "affect" the free flow of interstate commerce. Federal regulation does not stop with that part of the manufacturer's products intended for interstate shipment, for, as the circuit court explained:

"If any substantial percentage of a product produced in a state is produced to enter interstate or foreign commerce,

the congress may regulate its production in so far as it affects the volume to enter such commerce, though such regulation also regulates a larger percentage of products which does not leave the state."

One of the judges said in a separate opinion: "I do not believe that it is important whether 98 per cent of the manufacturer's production or only 1 per cent of it actually moved in interstate commerce. So long as 1 per cent of the goods so moved, the unfair labor practice obstructed the movement to that extent."

Another judge expressed the view that the federal government is not justified in seizing jurisdiction over an industry unless at least 50 per cent of its products enter interstate commerce. The other judges, however, felt that a 50 per cent rule would be "academically arbitrary" and impractical. (National Labor Relations Board vs. Santa Cruz Fruit Packing Company, U. S. Circuit Court of Appeals, Ninth Circuit, No. 8432.)

### HOLIDAY SOUVENIRS

The whole staff of the administrative offices of the John J. Dupp Co., Cincinnati, O., comes to life on the cover of a 1938 wall calendar which is being sent to the trade as a seasonal greeting. An item of equipment manufactured by the company is illustrated on each page of the calendar.

Best wishes for happiness and prosperity in 1938 is the message on the desk calendar sent to its friends by Pfaelzer Brothers, Chicago. On the metal plate at the top is the company's insignia—"Serving 48 States."

The moulded rubber memorandum pad holder distributed by Hess-Stephenson Co., Chicago brokers, is a sure cure for reaching, fumbling and illegible writing when a quick note must be made by the busy packer executive.

Following a well-established custom a one-pound unit of salami, packaged in a special "Merry Christmas" casing, has been sent out by president Erwin O. Freund of the Visking Corp. to his friends in the meat industry. The casing bears a facsimile of his signature.

Bruton parish church, the governor's palace, the Virginia house of burgesses and old Raleigh tavern are some of the scenes in "Colonial Williamsburg," an oil painting reproduced on the 1938 wall calendar distributed by West Virginia Pulp & Paper Co., Chicago.

Taking the title from its magazine "Bagology," the Chase Bag Co. is sending out a 2-color 1938 calendar to its friends as a seasonal remembrance.

Baker Ice Machine Co., Inc., Omaha, distributed buffalo leather key containers, closing with a zipper, to its friends in the trade. The container is provided with a compartment for a driver's license.

Motor trucks and a varied line of farm machinery are illustrated in the 1938

## LABOR Relations

Packers' Problems in Meeting the Labor Situation

### Packer Labor Settlements

Nearly a thousand employees of the Acme Packing and Provision Co., Frye & Co., James Henry Packing Co. and Carstens Packing Co.—all of Seattle, Wash.—returned to work on December 8 after a strike called by the Amalgamated Meat Cutters and Butcher Workmen, A.F. of L. affiliate. W. L. Murphy, secretary-manager of the Puget Sound Meat Packers' Association, stated that the strike was settled on terms which call for a 7½-cent blanket hourly increase in wages, a 40-hour week and 26 weeks a year, with four hours tolerance in addition to the 40 hours. Union officials reported that the agreement provided for a closed shop and hiring through union headquarters. An allied strike at two meat packing plants at Portland, Ore., was settled earlier.

National Labor Relations Board has announced that in a consent election among employees of the Agar Packing & Provision Corp., Chicago, 329 ballots of a total of 378 were cast for representation by the United Packing House Workers Industrial Union, C.I.O. affiliate.

Schmadel Packing & Ice Co., Evansville, Ind., recently reached an agreement with the Packing House Workers Union, C.I.O. affiliate, under which employee relations will be governed by an old contract while a wage scale investigation is made. The agreement ended a one-week strike.

wall calendar of the International Harvester Co., Inc.

An illustrated brochure of Independence Hall, Philadelphia, Pa., printed on "parchkin," carried the Christmas and New Year message of the Paterson Parchment Paper Co., Bristol, Pa., and W. Howard Enell, advertising manager, to the industry. The brochure contains a history of Independence Hall and happenings there from the first Continental Congress until Washington was made the seat of government. There is a full page picture of the hall, colored by hand. The brochure was reproduced by offset lithography.

Season's greetings from Harry Manaster & Bro., Chicago, came in the form of a soil-proof wall calendar in three colors. On the reverse side of the calendar is a Christmas illustration. High quality of the company's dried beef is emphasized in simple advertising.

Watch Classified page for bargains in equipment.

# PRAGUE POWDER

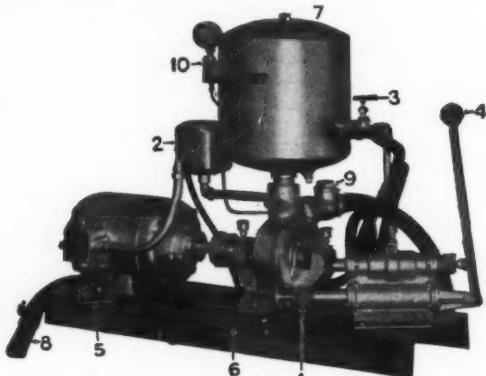
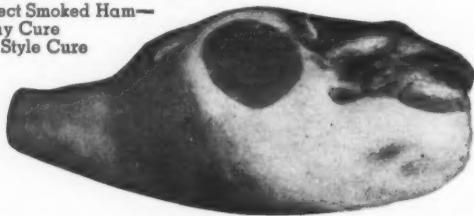
Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

*Is a Full Boiled Pickle Dried to a soft, fluffy salt mass  
ready to be remade into a second pickle. This Pickle Acts Fast.*

## We Balance the Cure in Artery Pumping

Many years ago we found it necessary to create a "cured product" in a short time. For this reason, the Griffith Laboratories introduced in a practical way the art of ham curing by the system of Artery Pumping. "PRAGUE POWDER Pickle" and the "Big Boy Pump" have helped hundreds of small packers to make a lot of money. The cushion side gets  $\frac{1}{2}$  of the pickle, the shank  $\frac{1}{2}$  of the pickle. Use our percentage scale and place the proper amount of pickle.

A Perfect Smoked Ham—  
a 7-Day Cure  
Polish Style Cure



BIG BOY is the BEST Pump on  
the Market

## THE GRIFFITH LABORATORIES

1415-31 West 37th Street, Chicago, Illinois

Eastern Factory and Office: 35 Eighth St., Passaic, New Jersey

Canadian Factory and Office: 1 Industrial Street, Leaside, Toronto 12, Canada

### List of Polish Ham Importers and Sub-Importers

<b>AMPOL, Inc.</b> 380 Second Avenue New York, N. Y. Gramercy 5-5270
<b>DUANE PRODUCE COMPANY</b> 2 Broadway New York, N. Y. Bowling Green 9-0755
<b>GENERAL IMPORTERS CORP.</b> 39 Broadway New York, N. Y. Whitehall 3-3086
<b>AMERICAN BARTER &amp; TRADING CO.</b> 730 Gravier Street, New Orleans, La. Main 2195
<b>BROOKLYN PACKING CO.</b> 157 Green Street Brooklyn, N. Y. Evergreen 9-6444
<b>HUSTON AND MILKOWSKI, Inc.</b> 612 No. Michigan Avenue, Chicago, Ill. Superior 3804
<b>POLISH HAM IMPORT CO.</b> 1921-1951 E. Ferry Ave. Detroit, Mich. Plaza 5164
<b>VISLA TRADERS COMPANY</b> 89 Broad Street New York, N. Y. Bowling Green 9-0580
<b>GEO. A. HORMEL CO.</b> 155 East 44th Street New York, N. Y. Vanderbilt 3-4488

DIVISIONS



**J. S. HOFFMAN COMPANY**  
179-181 Franklin Street, New York, N. Y.  
Walker 5-5800  
Illinois at Orleans Street, Chicago, Ill.  
Superior 9300

**MEYER AND LANGE**  
434 Greenwich Street, New York, N. Y.  
Walker 5-7735

**A. J. MILLS AND CO., Inc.**  
17 State Street New York, N. Y.  
Whitehall 3-8291

**JOHN THALLON AND CO.**  
8 Broadway New York, N. Y.  
Bowling Green 9-4867

**VITA FOOD PRODUCTS, Inc.**  
644 Greenwich Street New York, N. Y.  
Walker 5-9180

Sub-Importers

**GRAVENHORST AND CO.**  
82 Beaver Street New York, N. Y.  
Hanover 2-1881

**MEAT IMPORT COMPANY**  
601 W. 26th Street New York, N. Y.  
Lackawanna 4-4924

**POLPEN**  
3531 Butler Street Pittsburgh, Pa.  
Schenley 0199

# Provisions and Lard

WEEKLY MARKET REVIEW

LARD futures at Chicago were again under pressure of hedging and liquidation during the past week and December, January and March deliveries dipped to new lows. The December delivery went under the 8c level.

Declines continued on Wednesday under the weight of offerings by January longs. December and January again registered new low quotations. A better demand was noted in the distant months, presumably for investment account, but selling for Eastern account on weakness in cotton oil and securities satisfied purchasers rather easily. Bearish hog news and lower grain markets had some effect.

Some of the weakness during the week was due to easier security and grain markets and also to lack of support and hedging against accumulating supplies. Liquidation by January longs was a feature. The market generally ignored the letup in hog marketings, higher hog prices, a government pig survey report which was slightly under trade expectations, and indications of a larger export movement of lard. Domestic cash trade was satisfactory, considering the season, but not heavy.

Packinghouse interests pointed out that current production of lard is not much above domestic demand and that there is a market abroad for any excess in sight. Size of the European demand is unpredictable, but there are factors which may lead to an increase in exports.

## Light Hog Runs

Receipts of hogs at Western packing points last week totaled 315,000 head compared with 463,000 head the previous week and 313,000 the same week last year. The weather over a good part of the country was unsettled and this may help to keep down the run in the near future. There was no disposition to look for heavy marketings in the immediate future as it is believed that large runs will begin next May and June.

Average price of hogs at Chicago at the close of last week was \$8.10 against \$7.60 the previous week, \$9.50 two years ago and \$6.80 three years ago. Top hogs at Chicago on Tuesday were at \$8.60 compared with \$8.10 the same time the previous week.

The hog-corn price ratio for the week ended Dec. 11 was 14.4 compared with 15.5 the previous week and 9.3 the same week last year.

The government pig report indicated a decrease of only about 1 per cent in the fall pig crop of 1937 from 1936. There was a decrease of about 5 per cent in combined spring and fall crops of 1937 from 1936. The report indicated

a prospective increase of about 5 per cent in the number of sows to farrow in the spring of 1938 over the number farrowed in 1937.

**PORK.**—Demand was moderate at New York and the market was steady. Mess was quoted at \$27.75 per barrel and family at \$28.75 per barrel.

**LARD.**—Demand was fair at New York and the market was easy. Prime western was quoted at 8.45@8.55c; middle western, 8.45@8.55c; New York city in tierces, 8 1/4@8 1/4c, tubs, 8 1/4@9c; refined continent, 9@9 1/4c; South America, 9 1/4@9 1/4c; Brazil kegs, 9 1/4@9 1/4c, and shortening in carlots, 10c, smaller lots, 10 1/4c.

At Chicago, regular lard in round lots was quoted at 22 1/2c under January; loose lard, 53c under January, and leaf lard, 53c under January.

(See page 33 for later markets.)

**BEEF.**—Demand was moderate at New York and the market was steady. Family for export was quoted at \$27.00 @28.00 per barrel.

## LARD AND GREASE EXPORTS

Exports of lard from New York City, week of December 24, 1937, totaled 2,182,610 lbs.; greases 215,600 lbs.; stearine none; tallow none.

## MARKET Trends

**HOGS** slaughtered under federal inspection at 8 principal points totaled 394,438 head for the week ended Dec. 24, compared with 373,749 head in same week a year ago. For 3 weeks ended Dec. 24 slaughter totaled 1,195,576 head, compared with 1,421,007 head in like period a year ago at same markets.

+ + +

Choice, prime and good steers at Chicago constituted 47.7 per cent of the steer run during week ended Dec. 25, 1937. A year earlier these grades constituted 65.5 per cent of steers received.

+ + +

Twenty million pounds more lard was produced under federal inspection in November, 1937, than in October, but 15,000,000 lbs. less than in November, 1936.

+ + +

Imports of canned hams, shoulders and picnics during the week ended Dec. 24 totaled 1,034,422 lbs., of which 878,331 was canned ham. A year ago canned ham imports totaled 583,437 lbs.

## MORE NOVEMBER EXPORTS

Export shipments by packers rose sharply in November, reflecting principally heavy forwardings of lard and a pre-Christmas movement of hams to the United Kingdom, according to the monthly survey of the Federal Reserve Bank of Chicago. Decline in domestic prices was conducive to an improved demand for packinghouse products—especially lard—in the United Kingdom, Cuba and Puerto Rico. Moreover, to good trade with Czechoslovakia, Venezuela, Costa Rica and Ecuador was reported. The United Kingdom booked a moderate tonnage of hams for January to July delivery. At times, prices of lard in England ruled slightly above Chicago parity; those of hams were somewhat under this basis.

## U. K. IMPORTS RISE SHARPLY

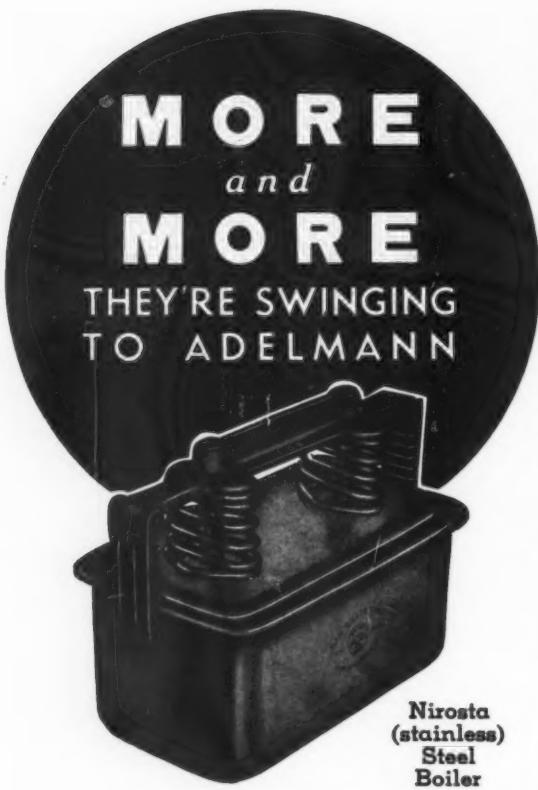
British imports of American hams and lard rose sharply in November, according to a report from the U. K. provision trade. U. S. lard imported during November totaled 14,550,000 lbs. compared with 6,159,000 lbs. in November last year and 7,933,000 lbs. in October, 1937. Total lard imports in November were 19,273,000 lbs. compared with 13,328,000 lbs. in November, 1936. British ham imports amounted to 7,542,000 lbs. in November, of which the United States supplied 4,447,000 lbs.; in November, 1936, imports totaled 5,985,000 with the United States supplying 2,437,000 lbs. November imports of U. S. hams were also greater than in October, 1937 when this country supplied 2,369,000 lbs. British bacon imports for October totaled 66,242,000 lbs. compared with 52,529,000 lbs. in the like month last year.

## MORE HOGS IN POLAND

Hog numbers in Poland, which exported over 21,200,000 lbs. of canned ham and other pork to the United States during the first six months of 1937, showed a considerable increase on June 30, 1937, compared with the same date in 1936. The U. S. Department of Commerce reports that the Polish hog population totaled 7,672,000 head on June 30, a gain of 8.7 per cent over the 7,059,000 head on June 30, 1936.

## SPACING HOGS IN COOLER

How about spacing hogs in the cooler? Have your men read chapter 4 of "PORK PACKING," The National Provisioner's pork plant book?



The trend to Adelmann is apparent everywhere. The number of Adelmann Ham Boilers in use is constantly increasing. The list of Adelmann users includes the shrewdest operators in the packing industry. *And with good reason!*

Adelmann Ham Boilers provide exceptional results because of exclusive features. Ham cooks in its own juice, under variable pressure, through application of the Adelmann self-sealing cover and elliptical yielding springs. Hams are perfectly molded, have perfect flavor, and appetizing appearance. Hams produced with Adelmann Ham Boilers really sell!

Adelmann Ham Boilers, "The Kind Your Ham Makers Prefer," are made of Cast Aluminum, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel—the most complete line available. The Adelmann Washer, Foot Press, Ham Washer and other supplementary equipment cut ham boiling costs, assure perfect results from Adelmann Ham Boilers, and pay for themselves through economies. Write for free booklet "The Modern Method" and liberal trade-in schedule.

## HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

CHICAGO OFFICE: 332 S. MICHIGAN AVE.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool; & 12 Bow Lane, London—Australia and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representatives: G. A. Pemberton & Co., Ltd., 188 Church St., Toronto.

## Clip this Coupon!

THE MIDLAND PAINT & VARNISH CO.  
1324 Marquette, Cleveland, Ohio

Please send me Cleve-O-Cement illustrated Bulletin and details of your FREE TEST OFFER.

Name \_\_\_\_\_

Company \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Cleve-O-Cement is different than any other floor patching material. Not an asphalt product. Waterproof, acid resistant, unaffected by freezing temperatures. Dries hard overnight. Tougher in 24 hours than ordinary cement in 28 days.

Guaranteed to give you the hardest, toughest patch—serviceable as the original floor—or costs you nothing.

**THEN MAKE  
THIS TEST  
FREE!**

THE MIDLAND PAINT & VARNISH CO.  
1324 Marquette Cleveland, O.

## CLEVE-O-CEMENT

Hill Track Door with standard pine front construction, for doors of 9 ft., 2 in. high and over, made with double fastener and four hinges

ANOTHER FEATURE  
OF HILL CONSTRUCTION

## POSITIVE ACTION GATE OPENER

This automatic, gear type, track gate opener is simple, positive and trouble-free. Like all other Hill Cold Storage Door hardware, it is designed especially for this purpose.

- Send for Hill illustrated catalog completely describing and listing detailed specifications for the full line of Hill Cold Storage Doors.



HILL PRODUCTS DIVISION  
C.V. HILL & CO., INC., TRENTON, N.J.

## Hog Cut-Out Results

HOGS continued to cut at a loss during the first three days of the current week, hog prices showing an increase and product prices showing little rise. As a consequence cutting losses were higher than those of the past few weeks.

Market for fresh pork both at Chicago and at large Eastern consuming points was dull and demand for green meats for cure was largely of a selective kind, certain averages being strong and others experiencing little demand.

Top for the 3-day period at \$8.60 was made on Tuesday with the top the other two days at \$8.50. Average on Monday was \$7.85, on Tuesday \$7.90 and on Wednesday \$7.80. The higher prices were paid for good light hogs with heavier butchers selling from \$8.00 down.

Receipts at the eleven principal markets for the 3-day period totaled 196,000 head which was 21,000 more than a week earlier, 16,000 less than a year ago but 65,000 more than two years ago.

The test on this page is worked out on the basis of live hog costs and green product prices at Chicago during the first half of the week, with average costs and credits. Yields apply only to good butchers of the weights shown.

Watch Classified page for bargains in equipment.

## LARD MAKES BEST CAKE

Bakers' cakes made with lard and cakes made with other shortenings were found practically equal in desirability in preference tests with 1,000 consumers acting as judges, according to an article by VeNona Swartz of the research laboratory of the Institute of American Meat Packers, which appeared recently in "Bakers' Helper."

The article entitled "How To Use Lard in Making Bakers' Cakes" points out that successful small-scale production of cakes with lard led to experiments with baker's cakes in which the resulting product was sampled by about 1,000 persons for comparison with cakes made from other shortenings. Results of laboratory tests and the additional opinions of expert judges, including two research bakers, indicated that cakes made from lard had some superior characteristics and were of high commercial quality.

The article includes the formula and mixing method used in making yellow cake with lard and reports that future papers will deal with the results on white and devil's food cake.

## TEST YOUR PORK SCALES

*How often do you test the scales in your pork department? Read "PORK PACKING," The National Provisioner's latest revision of "The Packers' Encyclopedia.*

## PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

	Week ended Dec. 24, 1937.	Week ended Dec. 26, 1936.	Nov. 1, 1937.
--	---------------------------	---------------------------	---------------

### BACON AND HAM.

To	M lbs.	M lbs.	M lbs.
United Kingdom .....	3,870	3,601	17,934
Continent .....	70	.....	423
West Indies .....	9	6	84
Other Countries .....	.....	.....	36
Total .....	3,949	3,607	18,477

### LARD.

	M lbs.	M lbs.	M lbs.
United Kingdom .....	3,649	1,915	28,274
Continent .....	306	176	2,918
Sth. and Ctl. America .....	.....	.....	685
West Indies .....	4	11	2,147
Other Countries .....	.....	.....	83
Total .....	3,958	2,103	34,107

### TOTAL EXPORTS BY PORTS.

From	Pork and Bacon bbls.	Ham M lbs.	Lard M lbs.
New York .....	.....	443	2,183
Boston .....	.....	16	.....
W. St. John .....	.....	3,194	1,937
Halifax .....	.....	295	438
Total week .....	.....	3,948	3,958
Previous week .....	.....	4,562	3,275
2 weeks ago .....	.....	5,748	5,002
Cor. week 1936 .....	.....	3,000	2,103

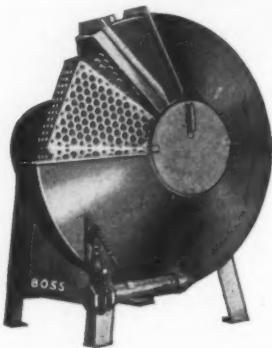
### SUMMARY NOV. 1 TO DEC. 24, 1937.

	1937.	1936.	Increase.	Decrease.
Pork, M lbs... ....	12	.....	.....	12
Bacon and Ham, M lbs. ....	18,477	16,098	1,482	.....
Lard, M lbs... ....	34,107	22,111	11,996	.....

## HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	
180-220 lbs.									
Regular hams .....	14.00	14.2	\$ 1.99	13.70	13.3	\$ 1.82	13.40	12.2	\$ 1.63
Picnics .....	5.70	11.8	.67	5.40	10.9	.59	5.10	9.8	.50
Boston butts .....	4.00	13.8	.55	4.00	13.8	.55	4.00	13.8	.55
Loins (blade in) .....	9.80	14.3	1.40	9.50	13.7	1.30	9.00	13.0	1.17
Bellies, S. P. ....	11.00	15.1	.66	9.70	12.8	1.24	3.10	12.3	.38
Bellies, D. S. ....	.....	.....	2.00	9.8	.20	9.90	9.5	.94	
Fat backs .....	1.00	5.5	.06	3.00	6.0	.18	5.30	7.8	.41
Plates and jowls .....	2.50	6.3	.16	3.00	6.3	.19	3.30	6.3	.21
Raw leaf .....	2.10	7.4	.16	2.20	7.4	.16	2.10	7.4	.16
P. S. lard, rend, wt. ....	12.80	7.7	.99	11.60	7.7	.89	10.20	7.7	.79
Spareribs .....	1.60	11.2	.18	1.60	11.2	.18	1.50	11.2	.17
Trimmings .....	3.00	7.3	.22	2.80	7.3	.20	2.70	7.3	.20
Feet, tails, neckbones .....	2.00	.....	.09	2.00	.....	.09	2.00	.....	.09
Offal and misc. ....	.....	.....	.36	.....	.....	.36	.....	.....	.36
TOTAL YIELD AND VALUE ... 69.50									
		\$ 8.49		70.50		\$ 7.95	71.50		\$ 7.56
Cost of hogs per cwt .....									\$ 7.53
Condemnation loss .....		.04			.04			.04	
Handling & overhead .....		.60			.58			.55	
TOTAL COST PER CWT ALIVE									\$ 8.12
TOTAL VALUE .....									7.56
Loss per cwt .....		.48			.54			.56	
Loss per hog .....		.96			1.29			1.57	



## "BOSS" V-TYPE TRIPE SCALDERS

Here is a machine that is meeting with more than success. It revolutionizes the washing and scalding of tripe entirely, and produces a product that is cleaner and whiter than can be done by any other means.

Use this "BOSS" for Best Of Satisfactory Service

**THE CINCINNATI BUTCHERS' SUPPLY CORP.**

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ARE YOU . . .  
SETTING-UP AND CLOSING  
YOUR  
LARD OR SHORTENING CARTONS  
AS INEXPENSIVELY AS POSSIBLE?

You will find, upon investigation, that your cost per package can be considerably lowered by handling your packages on PETERS CARTON PACKAGING MACHINES. This equipment is built in different models to handle various production requirements ranging from 30 to 60 cartons per minute.

If you will send your problem to us, it will be our pleasure to recommend the most efficient machines to set-up and close your various size cartons.



**PETERS MACHINERY CO.**  
4700 Ravenswood Ave.  
Chicago, Ill.



# Color

## ON PARADE

Peacock Brand Casing Colors . . . clear, bright, attractive colors that are now available in new TABLET FORM! Effervescent-dissolving action spreads color quickly and evenly. They're easier to use and economical, too. One color tablet makes 125 gallons of cooking water. Write today for free samples.

**WM. J. STANGE CO.**  
**2536-40 W. Monroe St., Chicago**

Western Branches: 923 E. 3rd St., Los Angeles; 1250 Sansome St., San Francisco. In Canada: J. H. Stafford Co., Ltd. 21 Hayter St., Toronto, Ont.

# Why

You Should Use **SWIFT'S**  
**ATLAS GELATIN**

• PURE

Meets all state and federal pure food regulations.

• HIGH TEST

Because of this high jelly strength, it is economical to use.

• TASTELESS

So that the true meat flavor is not obscured.

• TRANSPARENT

so the meats can look their very best.

**SWIFT & COMPANY General Offices: CHICAGO**

## **MEAT IMPORTS AT NEW YORK**

For week ended December 24, 1937:

Point of origin.	Commodity	Amount lbs.
Argentina—Canned corned beef.....	503,226	
—Smoked bacon .....	10,400	
—Cooked ham in tins.....	19,059	
—Dry salt bellies.....	21,788	
—Sweet pickled ham.....	8,000	
Brazil—Canned corned beef.....	250,128	
Canada—Fresh frozen beef cuts.....	36,044	
—Sausage .....	855	
—Smoked bacon .....	3,228	
—Cooked ham in tins.....	32	
—Fresh chilled pork cuts.....	39,960	
—Fresh frozen ham.....	8,663	
Czechoslovakia—Cooked ham in tins.....	1,196	
Denmark—Cooked sausage in tins.....	9,026	
—Cooked ham in tins.....	127,171	
—Cooked shoulders in tins.....	118,624	
—Salami .....	5,500	
—Smoked sausage .....	2,750	
—Tinned liverpaste .....	819	
England—Oxtail soup .....	48	
—Ox tongues .....	61	
France—Liverpaste in tins.....	1,693	
Germany—Cooked butts in tins.....	3,988	
—Smoked ham .....	1,445	
—Cooked ham in tins.....	22,682	
—Dry salt bellies.....	3,750	
—Cooked fillet of pork in tins.....	4,646	
—Smoked ham in tins.....	2,601	
—Smoked sausage .....	1,328	
Holland—Smoked bacon .....	419	
—Smoked ham .....	5,947	
—Cooked ham in tins.....	8,030	
—Smoked sausage .....	446	
—Smoked pork loins .....	313	
Hungary—Cooked picnics in tins.....	37,396	
Italy—Smoked sausage .....	4,386	
—Salami .....	5,056	
Latvia—Cooked ham in tins.....	14,233	
Lithuania—Smoked bacon .....	6,314	
—Cooked ham in tins.....	48,474	
—Luncheon meat in tins.....	4,326	
—Cooked butts in tins.....	3,500	
—Liverpaste in tins.....	1,929	
—Smoked ham .....	10,399	
—Fresh frozen pork cuts.....	25,898	
—Cured beef .....	136	
—Fresh frozen mutton .....	2,114	
Poland—Cooked ham in tins.....	587,300	
—Smoked bacon .....	14,582	
—Cooked pork loins in tins.....	7,688	
—Fresh frozen dried veal .....	10,000	
—Luncheon meat in tins.....	11,661	
—Tinned spiced ham .....	64	
Rumania—Cooked ham in tins.....	40,804	
Uruguay—Canned corned beef.....	46,804	
—Tinned roast beef.....	14,400	

#### **MORE LARD TO PUERTO RICO**

Puerto Rico's purchases of lard and pork from packers in the United States during the first ten months of 1937 had a value of \$4,800,000 and exceeded 34,700,000 lbs., according to recent statement by the Puerto Rican Trade Council. Shipments of pork and lard to the island were 3 per cent lower in quantity than a year ago, in the face of higher average prices, but their dollar value was 9 per cent higher than in the like 1936 period.

Puerto Rico continued to rank third as a buyer of American lard, purchasing 19,700,000 lbs., or 1 per cent more than last year. The value of the lard totaled \$2,630,000, increasing 14 per cent. Shipments of pork, mostly hams, bacon and other cured products, amounted to 15,100,000 lbs., and were 4 per cent below the 1936 movement. The value of pork shipments was \$2,150,000, showing a gain of 3.2 per cent.

# *Chicago Provision Markets*

#### **FUTURE PRICES**

FRIDAY, DECEMBER 24, 1937.

Open.	High.	Low.	Close
LARD—			
Dec. ....	....	....	8.17½
Jan. ... 8.32½	8.40	8.32½	8.40
Mar. ....	....	....	8.60
May ... 8.77½	8.85	8.77½	8.85
July ... 8.90	8.95	8.87½	8.95

**CASH PRICES**

Based on actual carlot trading Wednesday,  
December 29, 1937.

REGULAR HAMS.		*S.P.
	Green.	
	18	19
	17½	18
	15½	16½
	14½ @ 14%	16
	14½ @ 15	

<b>BOILING HAMS.</b>		
	<b>Green.</b>	<b>*S.P.</b>
.....	12%	15½
.....	12½	15½
.....	12¾	15½
.....	12¾	15½
.....	12¾	...

MONDAY, DECEMBER 27, 1937.				16-22 Range	12½	***
LARD—				SKINNED HAMS.		
Dec.	8.12½	8.12½	8.05	8.05	Green.	*S.P.
Jan.	8.37½-32½	8.37½	8.25	8.25ax	10-12	17
Mar.	8.60	8.60	8.50	8.50ax	12-14	16
May	8.80	8.80	8.70	8.72½-70	14-16	14½
July	8.90	8.90	8.80	8.80	16-18	14
				18-20	13½	13%
				20-22	13	13
				22-24	12½	12½
				24-26	12	12
				25-30	11½	11½
					11	11
TUESDAY, DECEMBER 28, 1937.						
LARD—						

**WEDNESDAY, DECEMBER 29, 1937.** 10-12 ..... 10<sup>7/8</sup> 10<sup>1/2</sup>  
12-14 ..... 10 10<sup>1/2</sup>

Jan. ... 8.07½ 8.07½ 8.00 8.02½ax (Square cut seedless) \*D.C.  
 Mar. .... .... .... 8.32½ax Green.  
 May ... 8.57½-55 8.57½ 8.52½ 8.55b c. 8 18 18½

3-10	17½
9-12	15½
2-14	13½
4-16	12½
6-18	12½

				D. S. BELLIES.	
				Clear.	Rib.
Jan.	7.95	8.00	7.95	8.00	
Mar.	8.35	-----	-----	8.35	
May	8.67½	8.60	8.67½	8.60ax	
July	8.67½	8.72½	8.67½	8.70	
	*				
				14-16	
				16-18	
				18-20	
				20-25	
				25-30	
				30-35	
				35-40	
				40-50	
				11	
				10½	
				10¾	
				10½	
				10¾	
				10½	
				10	
				9½	
				9¾	
				9½	

#### **RIGHT WAY TO CARVE MEAT**

"Cutting Remarks" is a 14-page illustrated booklet issued by Safeway Stores, Inc., giving instructions on carving meat. "There's no great mystery to carving, no ritual to be learned, just simple fundamentals to remember when one sits before a roast with which he has but a nodding acquaintance," the preface states. Instructions are given on "choosing the weapons"; steeling the blade; carving standing ribs, pot roast, rolled roast, leg of lamb, ham, crown roast, loin roast, beef tongue, corned beef, steaks, fowl and fish. Along with illustrations of the piece of meat to be carved are outline drawings showing the position of the knife and fork, with general instructions as to kind and number of slices.

Safeway Stores, Inc. point out that good meat deserves good carving and the book was produced as an answer to many inquiries on the subject. It comes from the company's headquarters at Oakland, Cal., and is available to Safeway patrons everywhere on request.

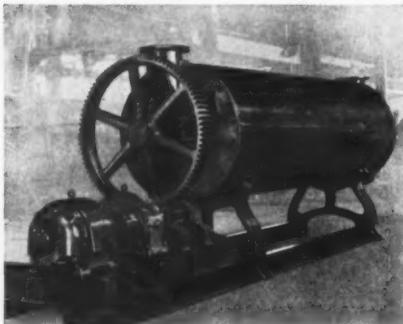
8-10	65
10-12	74
12-14	8
14-16	99
16-18	10
18-20	10
20-25	10

OTHER D. S. MEATS.	
Extra Short Clears.....	35-45
Extra Short Ribs.....	35-45
Regular Plates.....	6-8
Clear plates.....	4-6
Jowl Butts.....	7½
Green Square Jowls.....	9¾
Green Rough Jowls.....	7½

### CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended December 25, 1937, were as follows:

	Week Dec. 24.	Previous Week.	Same Week '36.
Cured Meats, lbs.	11,813,000	13,477,000	9,481,000
Fresh Meats, lbs.	46,411,000	56,408,000	36,550,000
Lard, lbs.	3,228,000	3,814,000	1,161,000



## RENDERING COOKERS . . . DRYERS

*Sturdy Construction . . . All Modern Features*

- DIRECT MOTOR DRIVE
- HERRINGBONE REDUCER
- ALL-WELDED SHELL
- JACKETED HEADS

Forty years' experience is your guarantee of complete satisfaction, perfect operation and lowest costs. Equipment available with any type of drive, in sizes from 4'x7' to 5'x16'. Manufactured by International Engineering Works, Inc. Write for complete details!

**KEATING EQUIPMENT CO.    KEEBLER ENGINEERING CO.**  
30 CHURCH ST., NEW YORK, N.Y.    1636 WEST 63rd ST., CHICAGO, ILL.

### VOLUME SAUSAGE SALES

(Continued from page 9.)

a product that pleases, and which meets her exacting requirements of what a good meat product should be, naturally prefers other sausage products, hams, bacon, etc., bearing the same packer's name and trademark. In devoting three-fourths of their advertising and sales promotion efforts to "Snappy's," therefore, the Hofmann executives feel they are effectively promoting the consumption of every other product in their line.

It was not surprising to have the information gathered at Heid's verified by the records in the Hofmann office, but it was unexpected to learn that many other roadside stands serving "Snappy's" are doing a dollar volume much greater than might be expected in a business of this kind. The answer, of course, must be that customers prefer the product, and as a result go where they can get it.

### Beating Price Competition

These experiences of Hofmann and Heid with a distinctive, flavorful, quality meat product suggest a merchandising thought. This is that any packer or sausage manufacturer can—and most do—make a standard product which of course must be sold on a competitive market.

A frank, for example, is only a frank to the average housewife, regardless of who makes it. But "Snappy's," "Snacks," "Coneys" or what have you, if they meet

popular favor, are distinctive products of inestimable value in building prestige and good will, as well as profits, for the packer who produces them.

by Mr. Heid from a woman in a nearby city who had eaten at the Heid stand and wanted information as to where the sausages served in her sandwich could be purchased. He receives many such requests, he says.

Undoubtedly the efforts made by Hofmann to popularize "Snappy's" is fundamentally responsible for Heid's success. But, on the other hand, the experiences of strangers at Heid's—and other stands serving "Snappy's"—has undoubtedly been, and will continue to be, a factor in increasing the volume of this sausage item.

There is every reason, therefore, for cooperation between the manufacturer of a quality meat specialty and its vendors. In this connection, of course, signs announcing the names of the product served and its manufacturer are worthwhile aids in increasing volume for both manufacturer and stand owner.

Hofmann Packing Co. slaughters livestock, manufactures lard, inedible oils and greases and livestock feeds, and produces a full line of fresh and smoked meats, sausage, etc. Products are distributed in 6 insulated trucks within a radius of 80 miles from the plant.



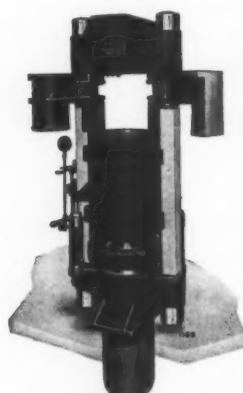
### COOLER WALL ADVERTISING

Sign on front of Hofmann plant. It is designed to be easily read by the passing motorist.

In the illustration on page 8 of the Heid stand the two figures shown are A. C. Hofmann and Mr. Heid. Mr. Hofmann is reading a letter received

### HOW TO GET A GOOD MAN

Watch the "Classified" page for good, experienced men.



## The New FRENCH CURB PRESS

Will Give You

MORE GREASE  
PURER GREASE  
LESS REWORKING  
GREATER CLEANLINESS

We invite your inquiries

**The French Oil Mill  
Machinery Company**

Piqua

Ohio

Can you produce 2% FAT meat scraps?  
We'll gladly tell you how. Write!

**E. W. McCULLOUGH**

3924 N. New Jersey St., Indianapolis, Indiana

**GEO. H. JACKLE**

Broker

Offerings Wanted of:  
Tankage, Blood, Bones, Cracklings, Hoofs  
405 Lexington Ave.      New York City

# Tallowe and Greases

WEEKLY MARKET REVIEW

**TALLOW.**—The tallow market at New York was seasonally quiet again during the past week. It was estimated that about 100,000 lbs. of extra changed hands at 6c, delivered, or unchanged from the previous week. Offerings were not large and consumers were not actively searching for supplies. Some of the larger soapers were lowering prices on part of their finished product. It was felt that this would have a good influence on distribution and create a better demand for raw material after the turn of the year. There were intimations that soapers were buying some raw material, replenishing their stocks, but this was not very evident in the tallow market at New York.

Special tallow at New York was quoted at 5½c nominal; extra, 6c, delivered, and edible, 7c nominal.

Foreign tallow at New York was unchanged with South American No. 1 quoted at 4¾c; No. 2, 4½c, and edible, 4½c, c.i.f.

Tallow market at Chicago became firmer late last week and has been steady to firm this week on limited offerings. Tank edible sold last week at 6¼c, Chicago, and prime was salable in small way at 6½c, Chicago and 6¼c, Cincinnati. Tank special sold at 5½c, Cincinnati, prompt, and same price bid early this week while 5½c, Chicago, asked. Edible tallow salable this week at 6¾c, delivered Chicago, asking 6¾c, f.o.b. shipping point. Tank good No. 3 tallow sold at 4¾c, Midwest point. A tank of prime was offered Wednesday at 6¾c, Chicago, salable on Tuesday in small way at 6¾c, Cincinnati; some large producers not offering at midweek. Tank offgrade tallow sold Tuesday at 5¾c, Chicago. Chicago quotations, loose basis, on Wednesday were:

Edible tallow .....	6½@6¾
Fancy tallow .....	6½@6¾
Prime packers .....	6½@6¾
Special tallow .....	5½@5½
No. 1 tallow .....	5 @5½

Argentine beef tallow, December-January shipment, was quoted at Liverpool at 22s, up 3d on the week. Australian good mixed, December-January shipment, was quoted at 21s 3d, or up 9d from a week ago.

**STEARINE.**—The market was quiet and easy at New York and off ¼ to ½c for the week. Oleo was quoted at 7@7½c.

The market was quiet and easy at Chicago. Two tanks oleo stearine sold late last week at 6½c, Chicago, asking 6¾c later. Oleo was quoted at 6½@6¾c.

**OLEO OIL.**—The market was quiet at New York and off ½ to 1c, depending on grade. Extra was quoted at 10@10¾c; prime, 8½@9c, and lower grades, 8@8½c.

The market was quiet but steady at Chicago with extra quoted at 10@10½c.

(See page 33 for later markets.)

**LARD OIL.**—Demand was moderate but offerings were well held and prices were a shade better at New York. No. 1 was quoted at 8¾c; No. 2, 8½c; extra, 10¾c; extra No. 1, 9¾c; extra winter strained, 11c; prime edible, 12¾c, and inedible, 11¾c.

**NEATSFOOT OIL.**—Demand was moderate and the market was rather steady at New York. Cold test was quoted at 17½c; extra, 9½c; No. 1, 9c; prime, 11¾c, and prime, 11c.

**GREASES.**—There was moderate trade and better inquiries for greases at New York during the past week. Sales of yellow and house were reported at 4¾c, or ½c better than recent levels. Offerings were moderate and the holiday season kept down interest. There was some talk in the trade of soapers replenishing stocks and lowering soap prices. It was felt such action would stimulate demand for raw materials after the turn of the year.

Choice white grease was quoted on the New York market at 7½c; yellow and house, 4½@4½c, and brown, 3¾@4c.

Greases firmed up at Chicago late last week and have been steady to firm on limited offerings. Good yellow grease was salable late last week at 4½c, Chicago, and two tanks choice white grease from outside sold at 6½c, Chicago. Good grade yellow grease sold early this week at 5c, Eastern point, and tank choice white grease at 6½c, Chicago. Two tanks choice white grease sold at midweek at 6½c, Chicago. Brown grease was salable at 4c, Cincinnati, January delivery. Large consumer willing to pay 6½c, Cincinnati, for white grease from West. Chicago quotations, loose basis, on Wednesday were:

Choice white grease .....	6½
A-white grease .....	5½@5½
B-white grease .....	4½@5
Yellow grease, 10-15 f.f.a. ....	4½
Yellow grease, 15-20 f.f.a. ....	4½
Brown grease .....	3½@4

## ANIMAL OILS

(Basis Chicago.)

Per lb.

Prime edible lard oil (max. 1% f.f.a.) .....	12½
Prime burning oil (max. ¼% f.f.a.) .....	11%
Prime lard oil (inedible) (max. 2% f.f.a.) ..	11%
Extra W. S. lard oil (2-4% f.f.a.) .....	10%
Extra lard oil (max. 5% f.f.a.) .....	10%
Extra No. 1 lard oil (7-12% f.f.a.) .....	8%
Special No. 1 lard oil (max. 15% f.f.a.) .....	8½
No. 1 lard oil (15-18% f.f.a.) .....	8½
No. 2 lard oil (max. 22% f.f.a.) .....	8
Acidless tallow oil (max. ½% f.f.a.) .....	9
20° C. T. neatsfoot oil (max. 1% f.f.a.) .....	16½
Pure neatsfoot oil (max. 1% f.f.a.) .....	11½
Prime neatsfoot oil (max. 5% f.f.a.) .....	10½
No. 1 neatsfoot oil (max. 12% f.f.a.) .....	9
No. 1 neatsfoot oil (max. 15% f.f.a.) .....	8½

## BY-PRODUCTS MARKETS

Chicago, December 29, 1937.

By-products markets show some improvement with more buying and prices stronger.

### Blood.

Blood market stronger and quoted at \$3.10, Chicago.

	Unit
Unground .....	@3.10

### Digester Feed Tankage Materials.

Market firm. Second grade 6 to 10% product quoted at \$2.85 & 10c, Chicago.

	Unit
Unground, 10 to 12% ammonia...\$	@3.10 & 10c
Unground, 6 to 10%, choice quality .....	@3.25 & 10c
Liquid stick .....	@2.50

### Packinghouse Feeds.

Market active at quoted prices.

	Carlots, Per ton.
Digester tankage meat meal, 80%....\$	@50.00
Meat and bone scraps, 50%.....	@45.00
Raw bone meal for feeding.....	@35.00
Special steam bone meal.....	@27.50

### Bone Meals (Fertilizer Grades).

Market largely nominal with prices quoted f.o.b. Chicago.

	Per ton.
Steam, ground, 3 & 50.....\$	@19.00
Steam, ground, 2 & 26.....18.00	@19.00

### Fertilizer Materials.

Market nominal.

High grd. tankage, ground, 10@11½%	2.75 & 10c
Bone tankage, ungrd., low grd., per ton .....	@15.00
Hoof meal .....	@3.85

### Dry Rendered Tankage.

Dry rendered tankage market shows considerable improvement with prices stronger than in recent weeks.

Hard pressed and expeller unground per unit protein.....\$	@.02½
Soft prod. pork, ac. grease & quality, ton .....	@35.00
Soft prod. beef, ac. grease & quality, ton .....	@30.00

### Gelatin and Glue Stocks.

Market for gluestock largely nominal. Prices quoted for l.c.l. lots, c.a.f. Chicago. Full carlots command better prices.

	Per ton.
Calf trimmings .....	@20.00
Sinews, plazies .....	@18.00
Cattle jaws, skulls and knuckles .....	@18.00
Hide trimmings .....	@14.00
Pig skin scraps and trim, per lb., l.c.l. ....	@ 5½c

### Horns, Bones and Hoofs.

Market quiet and unchanged.

Horns, according to grade.....\$	@45.00 @75.00
Cattle hoofs .....	@35.00

Junk bones .....

(Note.—Forgoing prices are for mixed carloads of unassorted materials indicated above.)

### Animal Hair.

Market for hog hair continues quiet;

crude summer take-off \$45 per ton c.a.f. Chicago. Winter take-off \$80@85 per ton, Chicago.

Coil and field dried hog hair.....  
Processed black winter, per lb.....  
Cattle switches, each\*.....

\*According to count.

### TALLOW FUTURE TRADING

Tallow transactions at New York:

FRIDAY, DECEMBER 24, 1937.

	High.	Low.	Close.
December .....	....	....	5.82@6.25
January .....	....	....	6.17@6.25
February .....	....	....	6.05@6.30
March .....	6.16	6.14	6.16
April .....	....	....	6.15 nom.
May .....	....	....	6.15@6.25

SATURDAY, DECEMBER 25, 1937.

Holiday. No market.

MONDAY, DECEMBER 27, 1937.

December .....	6.15	6.15	5.80 bid
January .....	6.15	6.15	6.00 bid
March .....	....	....	6.10 bid

TUESDAY, DECEMBER 28, 1937.

December .....	....	....	5.80@6.30
January .....	....	....	5.90@6.30
March .....	....	....	5.95@6.20
May .....	....	....	5.90@6.20

WEDNESDAY, DECEMBER 29, 1937.

January .....	....	....	6.05@6.30
March .....	....	....	6.00@6.14
May .....	....	....	6.00@6.30

THURSDAY, DECEMBER 30, 1937.

January .....	....	....	6.00@6.30
March .....	....	....	6.05@6.15
May .....	....	....	6.05@6.30

### FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports, Jan. shipment .....	....	....	@25.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	....	....	nominal
Blood, dried, 16% per unit.....	....	....	@ 3.00
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....	....	....	nominal
Fish meal, foreign, 11½% ammonia, 10% B. P. L. c.i.f. spot.....	....	....	@45.00
Jan. shipment .....	....	....	@46.00
Fish scrap: acidulated, 7% ammonia, 3% A.P.A. f.o.b. fish factories.....	....	....	2.75 & 50c
Soda nitrate, per net ton: bulk, Jan.- June.....	....	....	@27.00
in 200-lb. bags, Jan.-June.....	....	....	@28.30
in 100-lb. bags, Jan.-June.....	....	....	@29.00
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	....	....	2.80 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	....	....	2.75 & 10c

#### Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f. ....	....	....	@23.50
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f. ....	....	....	@28.50
Superphosphate, bulk, f.o.b. Balti- more, per ton, 16% fat.....	....	....	@ 9.00

#### Dry Rendered Tankage.

50% unground .....	....	....	@60c
60% unground .....	....	....	@70c

### MAKING LARD COMPOUND

What products enter into the manufacture of compound? What proportion of each is used? "PORK PACKING," a test book for the meat packer, published by The National Provisioner, gives this information.

### EASTERN FERTILIZER MARKETS

(Special Cable to The National Provisioner)

New York, December 28, 1937

Unground tankage, suitable for feeding, sold at \$2.70 and 10c, and a little higher price is now being asked. Ground fertilizer tankage is held at \$2.80 and 10c, all f.o.b. New York, or local shipping points.

Dried blood last sold at \$3.00 per unit, f.o.b. New York, which is the present quotation. South American ground tankage is offered at \$3.25 and 10c, for January shipment.

Dry rendered tankage is higher in price, sales of 50/55 per cent protein having been made at 60c per unit, and 60 per cent protein at 70c per unit, f.o.b. local shipping points.

### WORLD OIL SUPPLY LARGE

World production of cottonseed oil for the 1937-38 season may be 25 per cent greater than last year, based on a world cotton crop of 38,500,000 bales which is 25 per cent above the record production of 1936-37, according to the U. S. Department of Commerce. In the United States it is estimated that cottonseed crushings may be large enough to produce approximately 1,950,000,000 to 2,000,000,000 lbs. of oil. Carryover of crude oil on August 1, 1937 amounted to 485,390,000 lbs., which would make a total domestic supply for the 1937-38 year, without allowance for exports or imports, of almost 2,500,000,000 lbs. of oil.

### REPLY TO DAIRY ATTACK

Pointing out that the margarine industry has adopted trade practice conference rules and is very conscious that advertising must be truthful to hold public confidence, the National Association of Margarine Manufacturers protests against a recent attack by the National Dairy Union in which oleomargarine advertising was termed "false and misleading" and the product "a mixture of cheap and inferior food fats."

Charles H. Janssen, secretary-manager of the association, states that the Dairy Union attack is not only directed against the margarine industry but also is a "challenge of the advertising fraternity, whose practical devotion to 'truth in advertising' the margarine industry is endeavoring to emulate in all its expressions."

### Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 50c. To secure them, send the following coupon with remittance:

THE NATIONAL PROVISIONER,  
Old Colony Bldg., Chicago, Ill.  
Please send copy of reprint on oil re-  
fining and manufacture.

Name .....

Street .....

City..... State.....

(Enclosed find 50c in stamps.)

### USE OF COTTONSEED FEEDS

Use of cottonseed meal in the feeding of beef cattle, hogs, sheep, dairy cattle and poultry is described in a new bulletin issued by the National Cottonseed Products Association as a guide to feeding practices in 1938. The bulletin, entitled "Follow the Proven Way to Greater Profits on Farm and Ranch," consists of 47 pages of liberally illustrated text with handsome cover showing dairy scene on a Georgia farm on front cover, a Western range scene on the back and on the inside front and back covers illustrations of experiment station buildings in the various Southern states doing research and experimental work with cottonseed feeds for livestock. The bulletin contains a great deal of information of practical value to producers, particularly where a high protein feed is needed to balance rations. It can be procured by writing the Educational Service, National Cottonseed Products Association, 1411 Santa Fe Bldg., Dallas, Tex.

Watch Classified page for bargains in equipment.

The National Provisioner

# Vegetable Oils

## WEEKLY MARKET REVIEW

COTTONSEED oil futures worked downward at New York during the past week, although price losses were not extensive. Turnover was large in spite of the holiday season. Much of the pressure resulted from renewed weakness in the stock market. Persistent heaviness in lard disturbed oil longs, as did seasonally quiet cash oil and shortening demand.

There was considerable liquidation from wire houses with Southern connections. This selling ran into persistent scale down demand, which, with lightness of hedge selling, limited losses. At times there was evidence that refiners were lifting hedges out of the oil ring, either against actual oil business or in tendering the market support slightly above 7c levels for distant futures.

A rainy spell in the South checked movement of seed to market to some extent, and this, with the firm ideas of crude oil producers, retarded price setbacks. Sentiment was quite mixed. Some traders felt that cotton oil could not resist the general price tendency. Others believed that all known bearish factors in the oil situation were behind the market, and that cotton oil was in a position to respond readily to constructive developments.

### Consumption Level In Doubt

The unfavorable business outlook, with fears of increasing unemployment, created doubts as to whether or not heavy consumption of cottonseed oil could be maintained early in 1938. However, there are no burdensome stocks of lard in sight and imports of foreign edible oil continue to be on a relatively small scale.

There was some trading in crude oil at 5% c and 5% c in Texas and reports of some trading at 6c in the Southeast and Valley. There was no evidence of any FSCC buying. However, towards midweek sellers were holding crude oil for 6c with buyer's ideas running from 5% to 5%, according to location.

COCOANUT OIL.—The price of oil was steady at New York at about 4% c. On the Pacific Coast the market was steady at 3% c. Buying interest remained rather quiet.

CORN OIL.—There were indications that 6% c might be done in some directions. In other quarters, prices were held as high as 6% c. Demand appeared to be moderate.

SOYA BEAN OIL.—Bids of 5% c were reported in the market. Sellers were asking 5.60c and upwards and offerings were light.

PALM OIL.—Demand continued quiet at New York with Nigre for shipment quoted at 3% c and Sumatra oil at 3% c.

PALM KERNEL OIL.—Nominal conditions prevailed at New York with oil quoted at 4.65c.

OLIVE OIL FOOTS.—Demand was moderate at New York. Nearby was quoted at 8% @ 9% c and new crop foots at 7c.

PEANUT OIL.—Market was nominal at New York at 6% c for nearby oil. Shipment oil was quiet and quoted at 6% c.

COTTONSEED OIL.—Valley crude was quoted on Tuesday at 5.75c bid; Southeast 5.87% c paid early, later bid 5.75c; Texas few sales 5.87% c early, later 5.75c bid at common points, Dallas 5.87% c nominal.

Market transactions at New York:

### Friday, December 24, 1937

	Sales.	High.	Low.	—Range—	Bid.	Asked.	—Closing—
Jan.	.....	.....	.....		720	a	723
Feb.	.....	.....	.....		720	a nom	
Mar.	6	721	720		721	a trad	
April	.....	.....	.....		721	a nom	
May	8	724	723		723	a	725
June	.....	.....	.....		723	a nom	
July	1	727	727		726	a	728
Aug.	.....	.....	.....		726	a nom	

### Saturday, December 25, 1937

HOLIDAY. No Market.

### Monday, December 27, 1937

Jan.	13	722	718	717	a	718
Feb.	.....	.....	.....	717	a	nom
Mar.	3	718	717	716	a	718
April	.....	.....	.....	717	a nom	
May	10	724	720	719	a	721
June	.....	.....	.....	720	a nom	
July	6	725	723	723	a	724
Aug.	.....	.....	.....	724	a nom	

### Tuesday, December 28, 1937

Jan.	16	714	704	702	a	705
Feb.	.....	.....	.....	702	a nom	
Mar.	37	714	706	706	a	707

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., December 30, 1937.—Cotton oil futures and crude about 10 to 15 points lower for the week under liquidation caused chiefly by weakness in outside markets, slowing down of government buying and drowsiness of holiday trade. Crude oil was quoted at 5% c lb. in almost all directions.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, December 30, 1937.—Forty-three per cent cottonseed cake and meal, Dallas basis, for interstate shipment, \$23.00. Prime cottonseed oil 5% @ 5% c.

April	.....	.....	706	a nom
May	56	718	708	709 a 710
June	.....	.....	710	a nom
July	59	722	713	713 a 714
Aug.	.....	.....	713	a nom

Wednesday, December 29, 1937

Jan.	.....	.....	703	a 705
Mar.	.....	.....	705	a 706
May	.....	.....	709	a nom
July	.....	.....	712	a 713

(See page 33 for later markets.)

## COTTONSEED RESEARCH

Researches into the broader and better utilization of cottonseed and cottonseed products were discussed by the Basic Research Committee of the National Cottonseed Products Association at a meeting held in Washington, D. C. on October 18 and 19 and the committee findings were given approval by the board of directors in mid-December.

Efforts are being made to raise a fund of \$500,000 by private subscription to support a foundation fellowship at Mellon Institute, Pittsburgh, Pa. for fundamental research on the cotton plant including cottonseed. The National Cottonseed Products Association was asked to contribute a minimum of \$5,000 per year for a 5-year-period. This movement is sponsored by the Cotton Research Foundation recently organized in Memphis, and it was expected that for the present the scope of the fellowship would be confined to an investigation of cottonseed cake, meal, hulls, and a study of plant processes.

The committee endorsed the bill which it is expected will be enacted at the next session of Congress, known as S 2789, providing for the establishment and maintenance of a regional research laboratory for the development of industrial uses for agricultural products, the first unit to be devoted to cotton and cottonseed products.

An important contribution to the progress of pressroom efficiency through the development of a new pressure cooker is being made in the experimental plant research at Knoxville, Tenn., and it was recommended that the request of the director of this research for 200 tons of seed be considered.

There was discussion and approval also of the project being conducted in conjunction with the U. S. Bureau of Soils on cottonseed allergy.

## HULL OIL MARKETS

Hull, England, December 29, 1937.—Refined oil, 22s. Egyptian crude cottonseed oil, 19s.

# Hides and Skins

WEEKLY MARKET REVIEW

## Chicago

**PACKER HIDES.**—The packer hide market has been very quiet so far during the mid-holiday week, the only trading reported being the sale by one packer of 5,000 native steers early in the week at 14½c, these running mostly Nov. with a few Oct. included in one pack.

There were orders in the market at the opening of the week for fairly good quantities of hides at steady prices but packers were apparently in no hurry to make offerings. The hide futures market declined 107@109 points during the first two days of the week, in sympathy with the sharp decline in other commodity and security markets, and the orders for spot hides appear to have been withdrawn. While offerings are available in a moderate way now at steady prices, killers are showing no disposition to press for business, especially in view of the recovery of 20@23 points in hide futures on Wednesday. Further recovery in the present unsettled security and commodity markets would undoubtedly be quickly reflected in hide futures and re-awaken interest on the part of tanner buyers of spot hides.

Receipts of cattle at the seven western markets for the first three days this week were 88,000, compared with 84,000 last week and 100,000 for the same time last year.

Native steers sold at steady price of 14½c for the 5,000 mostly Nov. mentioned above. Extreme light native steers last sold previous week at 11½c for Oct. to Dec. take-off. Butt branded steers quoted at 14c, Colorados 13½c, heavy Texas steers 14c, light Texas steers 13c, and extreme light Texas steers 10½c, Oct.-Nov. take-off, with Dec. included in one instance.

Last trading previous week in Oct.-Nov. heavy native cows was at 11½c, light native cows at 11c, and branded cows 10½c.

Native bulls were last sold by an outside packer at 10c for July to Oct. take-off, with branded bulls at 9c; big packers ask ¼c more.

**LATER:** One packer sold 800 Aug.-Sept.-Oct. native steers at 14½c, steady.

**OUTSIDE SMALL PACKER HIDES.**—There was a fair movement previous week on outside small packer all-weight natives at 9½c for 48-50 lb. avge. stock of current take-off up to 10c for lighter average hides dating early Nov. forward, brands ¼c less, and dealers appear willing to pay this basis for choice stock. However, tanner buying interest seems to have cooled off early this week, pending resumption of trading in the big packer market.

**PACIFIC COAST.**—There was a good movement of Sept.-Oct. hides in the

Coast market last week, as previously reported, at 12c for steers and 9c for cows, flat, f.o.b. shipping points; no action reported since.

**FOREIGN WET SALTED HIDES.**—Trading was light in the South American market but the few trades made early in week were at firm prices. Last sale of standard steers late previous week was at 85 pesos, equal to 14c, c.i.f. New York. One lot of 5,000 Uruguay frigorifico Nacionales sold early this week at a price equal to 14½c, with no recent comparable sale on this heavier description. A pack of 4,000 LaPlata light steers moved at 79½ pesos, or 13½c, as against 78 pesos or 12½c on last previous sale.

**COUNTRY HIDES.**—Activity has been rather limited in country hides, with upper leather tanners withdrawing their support following the decline in hide futures. Offerings of all-weights are expected to increase but holders still ask 8½c, selected del'd Chicago, for untrimmed stock, some still talking 8½@9c; dealers are trying to buy at 8½c trimmed for heavy average, and up to 9c trimmed for choice light avge. stock. Heavy steers and cows nominal at 8½@8¾c, trimmed. Buff weights topped at 9c trimmed, and this is usually asked, with buyers' ideas 8½c top at present. Trimmed extremes last sold at 10c in a moderate way; demand light and offerings at 10c unsold, with buyers' ideas 9½c, but apparently none available under 10c. There was a report in the trade mid-week of a car buffs moving at 8½c and extremes at 9½c, trimmed, but the general feeling is that this was not representative of the market and the bid was declined in several directions. Bulls and glues quoted 6½@6¾c. All-weight branded hides around 7½c flat, nom.

**CALFSKINS.**—Market quiet, packers being sold up to Dec. 1st and Dec. calf not yet offered. Nov. calfskins last sold at 16c for northern heavies 9½/15 lb., 15c for River point heavies, and 14c for lights. Packers turned down several opportunities to move Dec. production that basis early but buying interest appears quiet at the moment.

Trading awaited to establish the market on Chicago city calfskins. Collectors have been asking 14c for the 8/10 lb., while some feel that 13½c would be accepted; as previously reported, the 10/15 lb. sold late last week at 15c and this figure asked, although others quote 14½c nom. Outside cities, 8/15 lb., quoted around 13@13½c nom.; straight countries 10@10½c flat. Chicago city light calf and deacons were quoted 85@90c nom.

**KIPSKINS.**—Packers are practically sold up to Dec. 1st on kipskins except for one lot of brands, and Dec. offerings not yet available. Nov. kips last sold at

13c for northern natives, 12c for northern over-weights, southerns a cent less; branded kips at 10½c.

Trading still awaited to establish the value of Chicago city kips; collectors ask 12½c but would probably accept 12c at the moment. Outside cities around 11½@12c nom.; straight countries 9½@10c flat.

One packer sold 2,500 Dec. regular slunks at 75c, or 17½c over price paid several weeks back.

**HORSEHIDES.**—Trading in horsehides is limited to scattered sales, usually in line with buyers' ideas. Choice city renderers, with full manes and tails, quoted \$3.25@3.40, selected, f.o.b. nearby sections; ordinary trimmed renderers \$2.75@2.90, del'd Chicago; mixed city and country lots quoted at \$2.25@2.50.

**SHEEPSKINS.**—Dry pelts quoted in a nominal way around 11@12c, the slats being of little value now. Production of packer shearlings is so light now that market is not established; offerings are available in a limited way at 75c for No. 1's, 65c for No. 2's and 55c for No. 3's, with buyers' ideas 10c under these figures. Pickled skins are slow, with seasonal quality still declining and buying interest light in the skins available at present; last reported sale was at \$4.75 per doz. packer lambs and some available this basis, although others ask \$5.00. Packer wool pelts quoted usually \$1.30@1.40 per cwt. live lamb in a nominal way.

## New York

**PACKER HIDES.**—Eastern market quiet so far this week, with last sale of Nov. native steers at 14½c; butt branded steers last sold at 14c for Nov. and Colorados at 13½c. Nov. hides fairly well sold up except a few brands, and earlier take-off removed from the market by several packers.

**CALFSKINS.**—The only trades reported early this week were by collectors at prices 10c over previous week. Collectors quote 4-5's around 90@95c nom.; car 5-7's sold at \$1.25, and car 7-9's at \$1.60, with 9-12's about \$2.40 nom. Packer 4-5's quoted around \$1.25@1.30 nom., 5-7's \$1.55 nom., 7-9's \$1.90@1.95 nom., and 9-12's \$2.70@2.80 nom.

A few more packer 17 lb. up kips sold at \$3.10, steady with previous week.

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Dec. 24, 1937, were 4,078,000 lbs.; previous week 3,698,000 lbs.; same week last year, 3,865,000 lbs.; from January 1 to Dec. 24 this year, 233,733,000 lbs.; same period a year ago, 221,057,000.

Shipments of hides from Chicago for the week ended Dec. 24, 1937, were 3,966,000 lbs.; previous week, 3,829,000 lbs.; same week last year, 4,274,000 lbs.; from January 1 to Dec. 24 this year, 245,280,000 lbs.; same period a year ago, 222,305,000.

## N. Y. HIDE FUTURE MARKETS

Friday, Dec. 24, 1937—Close: Dec. 11.01 n; Mar. 11.21@11.25; June 11.58@11.60; Sept. 11.90@11.95; Dec. (1938) 12.21 n; sales 2 lots. Closing 1 lower to 2 higher.

Saturday, Dec. 25, 1937—Holiday.

Monday, Dec. 27, 1937—Close: Mar. 10.81@10.84; June 11.18 sale; Sept. 11.53 n; Dec. (1938) 11.83 n; sales 109 lots. Closing 37@40 lower.

Tuesday, Dec. 28, 1937—Close: Mar. 10.14@10.15 sale; June 10.51@10.53 sale; Sept. 10.82@10.86; Dec. (1938) 11.12 n; sales 347 lots. Closing 67@71 lower.

Wednesday, Dec. 29, 1937—Close: Mar. 10.37 sale; June 10.71 sale; Sept. 11.05@11.10; Dec. (1938) 11.35 n; sales 387 lots. Closing 20@23 higher.

Thursday, Dec. 30, 1937—Close: Mar. 10.19@10.25; June 10.59 sale; Sept. 10.87 nom.; Dec. (1938) 11.17 nom.; sales 161 lots. Closing 12 to 18 lower.

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Dec. 30, 1937, with comparisons:

### PACKER HIDES.

	Week ended Dec. 30.	Prev. week.	Cor. week, 1936.
Spr. nat. stra.	@15n	@15n	@16½n
Hvy. nat. stra.	@14½	@14½	16 @16½
Hvy. Tex. stra.	@14	@14	16 @16½
Hvy. butt brnd'd stra.	@14	@14	16 @16½
Hvy. Col. stra.	@13½	@13½	15½ @16
Ex-light Tex. stra.	@10½	@10½	13½ @14½
Brnd'd cows..	@10½	@10½	13½ @14½
Hvy. nat. cows	@11½	@11½	14 @14½
Lt. nat. cows	@11	@11	14 @14½
Nat. bulls...10	@10½	10 @10½	11½ @12
Brnd'd bulls...9	@9½	9 @9½	10½ @11
Calfskins...14	@10½	14 @10½	24 @27
Kips, nat.	@13	@13	14 @14½
Kips, ov-wt.	@12	@12	16 @16½
Kips, brnd'd	@10½	@10½	14 @14½
Slunks, reg...	@75	65 @75n	12 @1.25
Slunks, hrlm...35	@40	35 @40	55 @60
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

### CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts...	9½@10	9½@10	13½@13½
Brnd'd....	9 @9½	9 @9½	12½ @12½
Nat. bulls....8	6 @8½	8 @8½	10½ @10½
Brnd'd bulls...7	7 @7½	7 @7½	9 @9½
Calfskins...13½@15	14 @15	22 @24	
Kips.....12 @12½	12 @12½	12 @12½	
Slunks, reg...65	@70n	55 @60n	11.10n
Slunks, hrlm...30	@35n	30 @35n	40 @50

### COUNTRY HIDES.

Hvy. steers ..	8½@8¾	8½@8¾	10½@11
Hvy. cows ...	8½@8¾	8½@8¾	10½@11
Buffs .....	8½@9	8½@9	12 @12½
Extremes .....	9½@10	9½@10	13 @13½
Bulls .....	6½@6½	6½@6½	9 @9½
Calfskins ...10 @10½	10 @10½	17 @17	
Kips .....	9½@10	9 @9½	18 @13½
Light calf ...60 @70n	55 @65n	1.10 @1.25	
Deacons ...60 @70n	55 @65n	1.10 @1.25	
Slunks, reg...40 @20n	35 @50n	50 @60n	
Slunks, hrlm...10 @20n	10 @20n	15 @25n	
Horsehides ...2.25@3.40	2.50@3.50	4.50@5.50	

### SHEEPSKINS.

Pkr. lambs .....	.....	.....	2.15@2.25
lams .....	.....	.....	1.35@1.50
Pkr. shearlings	65 @75	@65n	1.35@1.50
Dry pelts ....11 @12n	11 @13n	21½@22½	

## MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended December 29, 1937 totaled 547,170 lbs. of lard and 32,500 lbs. of bacon.

Week Ending January 1, 1938

# Week's Closing Markets

## THURSDAY'S CLOSINGS

### Provisions

Hog products were quiet and unsteady during the latter part of the week; nearby lard months were at new lows under evening up and packer selling. Cash trade was quiet.

### Cottonseed Oil

Cotton oil was barely steady in mixed trade; liquidation absorbed by refiners. It was reported the FSCL bought 25 to 30 tanks of crude oil in the valley Wednesday afternoon at 5½c. Crude was 5½c bid in all sections. Cash handlers estimate December consumption at 350,000 bbls.

Quotations on bleachable cottonseed oil at close of market on Thursday were: Jan. 7.08@7.10; March 7.11@7.12; May 7.14; July 7.17. Sales 64 lots. Closing steady.

### Tallow

Tallow, extra 5½c lb. f.o.b.

### Stearine

Stearine, 7@7½c, plants.

### Thursday's Lard Markets

New York, Dec. 30, 1937.—Prices are for export. Lard, prime Western, 8.45

@8.55c; middle Western, 8.45@8.55c; city, 8c; refined Continent 8½c; South American, 9c; Brazil kegs, 9½c; compound, 9½c in carlots.

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, December 29, 1937.—General provision market quiet and unchanged; poor demand for A.C. hams and lard.

Thursday's prices were: Hams, American cut, 82s; ham, long cut, exhausted Liverpool shoulders, square, unquoted picnics, unquoted; short backs, unquoted; bellies, English, 84s; Wiltshires unquoted; Cumbrians, 69s; Canadian Wiltshires, 86s; Canadian Cumbrians, 81s; spot lard, 49s.

## RESALE PRICE FIXING

Before enactment of the new federal fair trade act at the last session of congress, price fixing by manufacturers operating in interstate commerce was contrary to anti-trust laws. The federal fair trade act now permits manufacturers to fix retail sales price of his trade marked products without violating anti-trust laws. The only limitation is that price fixing must be in a state which has a law permitting resale price maintenance agreements. Forty-two states now have such laws.

The federal fair trade act clarifies the legal situation, but creates a host of merchandising problems. A manufacturer can now protect himself and his distributors from price cutters in the retail market; that is what the law is designed to accomplish.

However, will retail price maintenance on known brands encourage the growth of price competition from so-called private brands?

Some retailers are reported making pointed price comparisons between fixed prices on well-known trade-marked items and lower prices on competitive "private brand" items.

Some manufacturers, it is reported, have been talking about enforcing retail price maintenance on nationally known trade-marked goods and putting out a secondary line under different brands without retail price maintenance. Legally, there is apparently no objection to enforcing price maintenance on some trade-marked items and not on others.

Watch Classified page for good men.

# Live Stock Markets

WEEKLY REVIEW

## MORE HOGS IN IOWA

Iowa farmers are increasing their hog crop, according to returns made in the December pig survey of the U. S. Department of Agriculture. Reports by areas from that greatest of all hog states show that sections which had a very poor corn crop in 1936 were getting back into the hog business this fall, the northwestern and west central sections having about one-fourth more pigs than a year ago and the southwestern part of the state an increase of one-half to two-thirds. The central and south central sections are up from 10 to 15 per cent over last fall and the southeast show about a 5 per cent increase. The northeastern, north central and east central sections which had comparatively good pig crops a year ago show from about the same number in the northeast to 5 per cent decline in north and east central districts.

The fall pig crop in Iowa is estimated at 2,892,000 head, an increase of 12 per cent over the crop of 2,572,000 in the fall of 1936. Sows to farrow in the spring of 1938 are estimated at 1,459,000, or 8 per cent more than farrowed in the spring of 1936.

## GREAT WESTERN SHOW SALES

Fat cattle, sheep and hogs exhibited at the Great Western Livestock Show at Los Angeles the middle of December sold at auction at conservative prices, although they carried a premium over prevailing prices at the Los Angeles yards. The grand champion steer of the show, a Hereford, sold to Swift & Company for the Ralph Stores of Los Angeles at 85c per pound; the reserve champion, a roan Shorthorn, was bought by Armour at 18½c for the Allen Hotel Supply Co. Sterling Meat Co. bought the junior champion steer for Safeway Stores, Inc., at 25c per lb. The cham-

pion 4-H steer sold to Armour at 18c per pound. The grand champion carlot—Highland Herefords—were bought by Merchants Packing Co. for Collins & Co., at \$13.25 per cwt. The reserve champion load went to Wilson at \$11.25 and Armour bought the junior division champion load at \$9.75 per cwt. Auction total for fat cattle was \$76,336.85.

Other packers participating in the sales, particularly of individual steers, included Cudahy, Beach Packing Co., Gem Packing Co., Atlas Packing Co., Union Packing, Manning Packing Co., Globe Packing Co., Cornelius Bros., Goldring Packing Co., Harman Packing Co., Star Packing Co. and Great Western Meat Co.

Fat sheep display was the largest in the history of the show and reflected great improvement in quality over a year ago. The grand champion lamb was a Southdown weighing 110 lbs. and sold for \$1.10 per lb. Grand champion in the junior division was a crossbred which sold to Merchants Packing Co. at 50c per pound, while the champion in the 4-H division, a Southdown, went to Swift at 45c per pound. Cudahy bought the grand champion carload of lambs at 11c per lb. and the reserve load for 11½c. Sterling Meat Co. paid 12c for the grand champion pen of lambs and Swift paid 11c per lb. for the junior grand champion load. Wilson & Co. and Kranz Packing Co. also were buyers of prize lambs.

## FANCY STEERS SCARCE

Of the 10,511 beef steers marketed at Chicago during the week ended December 25, 9.7 per cent were choice and prime, 38 per cent good, 39.6 per cent medium and 12.7 per cent common. In the same week of 1936, choice and prime steers constituted 38.6 per cent of the total, good 26.9 per cent, medium 25.4 per cent and common only 9.1 per cent.

## LIVE CATTLE IMPORTS

Live cattle imports into the United States during the first 10 months of 1937 totaled 470,712 head. This was nearly 100,000 more than the number imported in the like period of 1936 which totaled 374,207 head. Bulk of the increase was in cattle weighing 700 lbs. and over from both Canada and Mexico and in those weighing from 175 to 700 lbs., Mexico furnishing the greatest increase in cattle of this weight.

Imports for October and the 10 months of 1937 with comparisons are reported as follows:

	Oct. 1937.	Oct. 1936.	10 mos. 1937.	10 mos. 1936.
Cattle.				
700 lbs. or over:				
Canada .....	11,855	3,143	161,589	140,334
Mexico .....	67	178	24,568	21,435
Total .....	11,922	3,321	186,157	161,769
175 to 700 lbs.:				
Canada .....	10,863	6,120	45,641	29,158
Mexico .....	7,965	9,630	159,758	127,613
Total .....	18,828	15,759	205,399	156,801
Under 175 lbs.:				
Canada .....	1,991	849	77,085	53,216
Mexico .....	.....	.....	1,259	1,615
Total .....	1,991	849	78,344	54,831
From other countries .....	30	79	812	806
Total all cattle....	32,781	20,008	470,712	374,207

## U. S. INSPECTED HOG KILL

At 8 points for the week ended December 24, 1937:

	Week ended Dec. 24.	Prev. week, 1936.	Cor. week,
Chicago .....	110,353	132,421	116,637
Kansas City, Kansas.....	35,716	35,163	37,478
Omaha .....	36,985	39,329	27,938
St. Louis & East St. Louis	54,090	52,205	63,714
Sioux City .....	37,747	36,525	17,927
St. Joseph .....	14,715	18,811	15,356
St. Paul .....	52,540	64,284	42,686
N. Y., Newark and J. C. ..	55,293	68,841	52,013
Total .....	397,439	448,851	373,749



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## CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., December 29, 1937—At 19 concentration points and 10 packing plants in Iowa and Minnesota, uneven trade prevailed in the hog market with prices steady to 5c lower, spots off 10c. In a few cases hogs were 5c higher than Tuesday's average. Trade under-tone was fairly active. Loading was considerably heavier than Tuesday but lighter than a week ago. Good and choice 170 to 220 lb. hogs \$7.75@7.90, mostly \$7.80 up; few \$7.95 or slightly higher; 220 to 250 lb. \$7.55@7.75; 250 to 290 lb. \$7.20@7.55; 290 to 350 lb. \$6.75@7.25; 160 to 180 lb. \$7.60@7.90. Light weight sows mostly \$6.50@6.70. Few \$6.40, heavier kinds, \$6.10@6.50, few big weights \$6.00.

Receipts for first five days of week ended December 29, 1937 are reported as follows:

	This week.	Last week.
Thursday, Dec. 23.....	40,400	41,900
Friday, Dec. 24.....	58,200	46,400
Saturday, Dec. 25.....	Holiday	22,700
Monday, Dec. 27.....	48,500	35,700
Tuesday, Dec. 28.....	23,600	26,000
Wednesday, Dec. 29.....	16,700	33,300

## CANADIAN LIVESTOCK PRICES

### BUTCHER STEERS.

Top Prices	Up to 1,050 lbs.		Same week
	Week ended	Last week	
Dec. 23.	\$ 8.00	\$ 8.00	\$ 6.25
Toronto.....	7.50	7.75	6.25
Montreal.....	6.50	6.25	6.00
Winnipeg.....	6.25	6.25	6.00
Calgary.....	5.00	5.50	6.00
Edmonton.....	5.50	6.00	6.00
Prince Albert.....	4.00	4.50	—
Moose Jaw.....	5.50	5.50	4.00
Saskatoon.....	5.25	4.75	4.10

### VEAL CALVES.

Toronto.....	\$10.50	\$10.50	\$10.00
Montreal.....	10.00	10.00	9.00
Winnipeg.....	9.00	9.00	8.00
Calgary.....	5.50	5.50	6.00
Edmonton.....	7.00	6.00	5.50
Prince Albert.....	4.50	4.50	4.00
Moose Jaw.....	6.00	6.00	5.50
Saskatoon.....	7.50	7.50	6.50

### BACON HOGS.

Toronto.....	\$ 8.40	\$ 8.50	\$ 8.50
Montreal.....	8.75	8.75	8.75
Winnipeg (1).....	8.00	8.00	7.65
Calgary.....	7.75	8.00	7.15
Edmonton.....	7.75	8.00	7.15
Prince Albert.....	7.75	8.00	7.40
Moose Jaw.....	7.85	8.10	7.40
Saskatoon.....	7.75	8.00	7.40

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

### GOOD LAMBS.

Toronto.....	\$ 9.00	\$ 9.50	\$10.00
Montreal.....	8.00	8.00	8.00
Winnipeg.....	6.75	7.25	7.75
Calgary.....	6.25	6.25	6.50
Edmonton.....	6.25	6.25	6.75
Prince Albert.....	5.50	6.25	7.00
Moose Jaw.....	6.00	6.00	7.00
Saskatoon.....	6.25	6.25	6.75

\*Fancy Southdowns.

## NEW YORK LIVESTOCK

Receipts week ended Dec. 25, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	3,600	10,611	4,878	23,975
Central Union.....	1,128	1,073	—	5,533
New York.....	71	2,591	21,472	8,249
Total.....	4,799	14,275	26,350	37,757
Last week.....	7,295	11,048	29,749	58,470
Two weeks ago.....	6,598	16,047	26,500	50,381

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Wednesday, December 29, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. wt., 140-160 lbs.,	Good-choice	8.15@ 8.50	8.40@ 8.60	8.75@ 8.00	8.70@ 8.15	8.00@ 8.10
Medium		7.75@ 8.15	7.90@ 8.40	—	7.65@ 7.95	—
Lt. wt., 160-180 lbs.,	Good-choice	8.10@ 8.50	8.35@ 8.60	7.90@ 8.00	7.95@ 8.15	8.00@ 8.10
Medium		7.70@ 8.15	7.85@ 8.40	—	7.75@ 8.00	—
Lt. wt., 180-200 lbs.,	Good-choice	8.10@ 8.50	8.25@ 8.50	7.75@ 8.00	8.00@ 8.15	8.00@ 8.10
Medium		7.60@ 8.10	7.75@ 8.35	—	7.75@ 8.00	—
Med. wt.,	200-220 lbs., gd-ch.	8.00@ 8.40	8.10@ 8.50	7.75@ 8.00	7.95@ 8.15	7.65@ 8.00
220-250 lbs., gd-ch.		7.65@ 8.30	7.75@ 8.35	7.60@ 7.90	7.75@ 8.10	7.35@ 7.85
Hvy. wt.,	250-290 lbs., gd-ch.	7.45@ 7.95	7.15@ 8.00	7.20@ 7.80	7.35@ 7.90	6.90@ 7.50
290-350 lbs., gd-ch.		7.10@ 7.60	6.85@ 7.35	6.75@ 7.40	7.10@ 7.45	6.65@ 7.00
PACKING SOWS:	275-350 lbs., good	6.65@ 6.75	6.50@ 6.75	6.50@ 6.65	6.50@ 6.75	6.40@ 6.50
350-425 lbs., good		6.50@ 6.65	6.35@ 6.65	6.40@ 6.60	6.35@ 6.60	6.30@ 6.45
425-550 lbs., good		6.25@ 6.50	6.25@ 6.50	6.25@ 6.50	6.25@ 6.50	6.30@ 6.40
275-350 lbs., medium		6.10@ 6.65	6.00@ 6.50	—	6.00@ 6.50	—
SLAUGHTER PIGS, 100-140 lbs.:	Good-choice	7.65@ 8.50	7.85@ 8.60	—	7.50@ 8.00	8.10@ 8.25
Medium		7.35@ 8.15	7.50@ 8.40	—	7.25@ 7.75	—
Slaughter Cattle, Calves and Vealers:	STEERS, 550-900 lbs.,	Prime	8.75@ 11.25	9.00@ 11.00	9.50@ 11.00	8.85@ 10.25
Choice		9.00@ 10.50	8.00@ 10.25	7.25@ 9.00	7.50@ 9.50	7.00@ 8.85
Good		7.50@ 10.00	7.25@ 9.00	7.50@ 9.25	7.75@ 9.50	7.25@ 9.35
Medium		6.75@ 8.00	6.50@ 7.50	6.00@ 7.50	6.00@ 7.75	6.00@ 7.25
Common (plain)		5.75@ 7.00	5.75@ 6.75	5.00@ 6.25	5.25@ 6.50	5.00@ 6.15
STEERS, 900-1100 lbs.,	Prime	10.00@ 11.75	8.75@ 11.25	9.00@ 11.00	9.50@ 11.00	8.85@ 10.25
Choice		10.75@ 12.75 <td>9.00@ 11.75</td> <td>9.25@ 11.50</td> <td>—</td> <td>9.35@ 11.25</td>	9.00@ 11.75	9.25@ 11.50	—	9.35@ 11.25
Good		8.00@ 10.75	7.50@ 9.00	7.75@ 9.25	7.75@ 9.50	7.25@ 9.35
Medium		8.75@ 11.25	7.75@ 9.25	8.00@ 10.25	8.00@ 10.00	8.00@ 10.00
STEERS, 1100-1300 lbs.,	Prime	10.75@ 12.75	9.00@ 11.75	9.25@ 11.50	—	9.35@ 11.25
Choice		11.25@ 12.75	9.25@ 12.00	—	—	9.85@ 11.75
Good		8.75@ 11.50	8.00@ 9.25	8.00@ 10.25	8.00@ 10.00	8.00@ 10.00
HEIFERS, 550-750 lbs.,	Prime	8.00@ 9.75	8.00@ 9.50	7.50@ 8.50	7.50@ 8.00	7.50@ 8.50
Choice		8.25@ 9.50 <td>7.00@ 8.00</td> <td>6.25@ 7.50</td> <td>6.50@ 7.50</td> <td>6.50@ 7.75</td>	7.00@ 8.00	6.25@ 7.50	6.50@ 7.50	6.50@ 7.75
Good		7.25@ 8.50	6.00@ 7.00	5.00@ 6.25	4.75@ 6.50	5.00@ 6.50
Common (plain), medium		5.50@ 7.25	5.25@ 7.00	4.75@ 6.25	4.75@ 6.50	5.00@ 6.50
HEIFERS, 750-900 lbs.,	Good-choice	7.00@ 9.75	—	6.25@ 9.00	6.50@ 9.00	6.50@ 8.75
Common (plain), medium		5.75@ 7.00	—	5.00@ 6.25	4.75@ 6.50	5.00@ 6.50
COWS:	Choice	7.00@ 7.50	—	5.75@ 7.00	5.50@ 6.75	5.75@ 6.50
Good		6.25@ 7.00	—	5.75@ 7.00	5.50@ 6.75	5.50@ 6.25
Common (plain), medium		5.40@ 6.25	5.00@ 5.75	4.75@ 5.50	4.65@ 5.75	4.65@ 5.65
Low cutter-cutter		4.25@ 5.40	3.50@ 5.00	3.75@ 4.75	3.50@ 4.65	3.25@ 4.65
BULLS (Yearlings excluded):	Good (beef)	6.25@ 7.25	6.75@ 7.25	6.00@ 6.50	6.50@ 7.00	6.10@ 6.50
Cutter, com. (plain), med.		5.25@ 7.00	4.75@ 6.75	4.25@ 6.25	4.50@ 6.50	4.50@ 6.35
VEALERS:	Good-choice	9.50@ 11.50	10.25@ 11.50	8.00@ 10.00	7.50@ 10.50	7.50@ 10.00
Medium		7.50@ 9.50	9.00@ 10.25	6.50@ 8.00	6.00@ 7.50	6.00@ 8.00
Cull-common (plain)		5.50@ 7.50	4.50@ 9.00	4.00@ 6.50	4.50@ 6.00	4.00@ 6.50
CALVES, 250-500 lbs.,	Good-choice	6.50@ 8.00	7.00@ 8.75	6.00@ 8.00	6.50@ 8.50	6.00@ 8.50
Common (plain), medium		4.50@ 6.50	4.50@ 7.00	4.00@ 6.00	4.50@ 6.50	4.00@ 6.00
Slaughter Lambs and Sheep:	LAMBS:	8.25@ 9.00	8.50@ 9.00	8.25@ 8.65	8.25@ 8.60	8.25@ 8.75
Choice		7.65@ 8.25	7.75@ 8.50	7.50@ 8.25	7.75@ 8.25	7.75@ 8.50
Good		6.65@ 7.65	6.75@ 7.75	6.50@ 7.50	6.75@ 7.75	6.75@ 7.75
Medium		5.75@ 6.65	5.50@ 6.75	5.50@ 6.50	5.50@ 6.75	5.75@ 6.75
Common (plain)		—	—	—	—	—
EWES:	Good-choice	3.00@ 3.85	3.25@ 3.75	2.75@ 3.50	2.75@ 3.50	3.00@ 3.75
Medium to common		2.25@ 3.00	2.00@ 3.25	1.75@ 2.75	1.75@ 2.75	1.50@ 3.00

### MORE FEEDERS SHIPPED

Stocker and feeder steers shipped from Chicago, Kansas City, Omaha and St. Paul back to the country for feed during the five months July to November, inclusive, totaled 497,490 head this

year, compared with 404,222 head in the same period a year ago. Cows, heifers and bulls shipped back as feeders totaled 110,283 in the 1937 period compared with 95,596 in 1936. Calves shipped totaled 197,536 this year against 212,308 a year earlier.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, December 24, 1937, as reported to The National Provisioner:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,511	2,922	8,438
Swift & Co.	2,243	4,489	6,745
Morris & Co.			
Wilson & Co.	4,544	2,285	5,989
Anglo-Amer. Prov. Co.			
G. H. Hammond Co.	1,539		
Shippers	8,148	16,622	9,844
Others	9,054	19,926	10,086
Brennan Packing Co., 1,591 hogs; Western Packing Co., Inc., 1,692 hogs; Agar Packing Co., 1,937 hogs.			
Total: 29,029 cattle; 6,425 calves; 52,630 hogs; 41,102 sheep.			
Not including 153 cattle, 160 calves, 22,897 hogs and 1,577 sheep bought direct.			

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,267	847	1,297	3,142
Cudahy Pkg. Co.	1,664	974	740	2,478
Swift & Co.	2,206	798	1,060	1,539
Wilson & Co.	1,882	725	770	1,594
Indep. Pkg. Co.			161	
Meier Kornblum Pkg. Co.	1,028			
Others	4,653	687	8,053	1,283
Total	14,702	4,031	7,090	10,036
Not including 20,402 hogs bought direct.				

### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	2,139	5,561	2,894
Cudahy Pkg. Co.	3,353	3,667	6,392
Dold Pkg. Co.	555	2,563	
Morris & Co.	1,403	80	1,406
Swift & Co.	3,339	3,068	3,178
Others	11,254	4,973	
Cattle and calves: Eagle Pkg. Co., 21; Greater Omaha Pkg. Co., 75; Geo. Hoffman, 51; Lewis Pkg. Co., 621; Omaha Pkg. Co., 144; John Roth & Son, 88; South Omaha Pkg. Co., 200; Nebraska Beef Co., 377; Hormel Pkg. Co., 22; Lincoln Pkg. Co., 242; Wilson & Co., 217.			
Total: 12,842 cattle and calves; 26,202 hogs; 18,843 sheep.			
Not including 12,614 hogs and 383 sheep bought direct.			

### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	740	1,148	1,889	4,522
Swift & Co.	2,301	1,061	2,870	2,895
Morris & Co.	801	462		
Wilson & Co.	1,305	539	2,389	837
Hill Pkg. Co.			454	
Krey Pkg. Co.			2,649	
Laclede Pkg. Co.			1,201	
Shippers	2,384	5,148	14,992	500
Others	3,188	263	15,454	510
Total	10,719	8,621	42,908	9,264
Not including 910 cattle, 2,993 calves, 26,511 hogs and 826 sheep bought direct.				

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,942	395	4,862	6,340
Armour and Co.	2,093	443	4,446	3,130
Others	690	4	1,345	---
Total	4,734	842	10,653	9,470
Not including 2,076 hogs bought direct.				

### SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,905	180	7,050	4,807
Armour and Co.	2,126	141	7,272	4,479
Swift & Co.	1,583	145	4,327	2,918
Shippers	2,220		4,922	80
Others	299	8	112	5
Total	8,056	474	23,692	12,379

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,472	1,864	1,576	1,113
Wilson & Co.	2,004	1,713	1,589	1,127
Others	174	9	599	3
Total	5,250	3,586	3,764	2,243
Not including 47 cattle and 1,471 hogs bought direct.				

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	26		313	
E. Kahn's Sons Co.	284	94	3,451	779
Lohrey Packing Co.	2		280	
H. H. Meyer Pkg. Co.	15		2,113	
J. Schlaechter's Sons	96	65	50	70
J. F. Stegner Co.	22		2,466	
Others	53	213	2,484	5
Total	2,022	1,341	10,951	1,431
Not including 421 cattle, 23 calves, 1,205 hogs and 1,242 sheep bought direct.				

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,647	1,803	8,055	4,675
Cudahy Pkg. Co.	740	1,309		246
Swift & Co.	3,914	3,578	15,524	7,429
M. Rikin & Son	246	134		
United Pkg. Co.	1,633	435		
J. T. McMillan Co.		239		
Others	280	34	13,329	1,670
Total	8,460	7,592	36,908	14,020
Not including 27 cattle, 109 calves, 5,630 hogs and 279 sheep received direct.				

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,030	894	813	3,299
Dold Pkg. Co.	731	187	563	
Dunn Ostertag Co.	71			
Fred W. Dold	101		321	
Sunflower Pkg. Co.	53		109	
Pioneer Cattle Co.	2			
United Pkg. Co.	158			
Keefe Pkg. Co.	267			
Total	2,413	1,031	1,806	3,299
Not including 2,307 hogs bought direct.				

### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	575	135	1,025	669
Armour and Co.	765	180	1,274	699
Cudahy Pkg. Co.	650	110	1,075	885
Others	1,020	220	1,179	221
Total	3,010	955	4,553	2,474

### FORT WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,035	1,411	1,122	1,374
Swift & Co.	2,615	1,255	1,125	1,371
City Pkg. Co.	275	49	383	
Blue Bonnett Pkg. Co.	110	74	261	
H. Rosenthal Pkg. Co.	116	65		3
Total	6,151	3,041	2,956	2,748

### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,642	5,311	7,549	698
Armour and Co., Mill.	710	2,647		
N. Y. B. D. M. Co.	20			
Michels Pkg. Co.	216	28		
Shippers	69	18	8	5
Others	839	430	28	158
Total	3,496	8,434	7,585	861

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingman & Co.	883	538	7,701	1,450
Armour and Co.	585	411	885	
Hilgemeyer Bros.	8		840	
Stumpf Bros.			115	
Meier Pkg. Co.	78	4	253	
Stark & Wetzel	77	5	211	
Maase-Hartman Co.	30	11		
Wahnitz & Detmers	12	78	88	
Shippers	1,553	1,053	12,821	5,577
Others	554	102	279	435
Total	114,664	167,073	107,896	
*Cattle and calves.				

### HOGS.

	Week ended	Prev. week.
Chicago	32,630	95,294
Kansas City	7,090	8,766
Omaha	26,202	35,913
East St. Louis	42,906	37,727
St. Joseph	10,653	16,171
Sioux City	23,692	30,326
Oklahoma City	3,764	3,871
Wichita	1,453	2,129
Denver	5,533	5,080
St. Paul	36,908	58,005
Milwaukee	7,585	19,060
Indianapolis	23,305	40,169
Cincinnati	10,951	17,513
Ft. Worth	2,956	3,717
Total	255,063	374,650
SHEEP.		

	Week ended	Prev. week.
Chicago	41,102	65,535
Kansas City	10,036	12,168
Omaha	18,843	21,671
East St. Louis	9,264	14,719
St. Joseph	9,024	10,583
Sioux City	12,379	17,070
Oklahoma City	2,243	2,137
Total	135,670	194,481

	Wichita	Denver	St. Paul	Milwaukee	Indianapolis	Cincinnati	Ft. Worth	Total	136,110
Calves	2,474	5,219	11,798	1,386	15,397	11,276	2,748	135,670	194,481
Hogs	2,020	4,062	12,291</						

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended December 24, 1937.

CATTLE.			
	Week ended Dec. 24.	Cor. week, 1936.	
Chicago	21,084	29,359	21,707
Kansas City	15,733	23,035	16,553
Omaha*	11,341	20,836	13,242
East St. Louis	8,333	9,864	15,176
St. Joseph	5,246	5,972	5,163
Sioux City	6,310	10,206	6,386
Wichita	3,444	8,926	2,661
Fort Worth	6,151	6,847	1,000
Philadelphia	1,147	1,100	1,500
Indianapolis	955	1,998	1,553
New York & Jersey City	6,836	8,718	8,028
Oklahoma City*	8,883	8,356	5,933
Cincinnati	2,359	2,882	1,718
Denver	3,605	5,005	2,715
St. Paul	5,180	12,376	7,648
Milwaukee	3,378	3,917	1,840
Total	116,427	155,097	112,123

\*Cattle and calves.

HOOG.			
	Week ended Dec. 24.	Cor. week, 1936.	
Chicago	110,353	132,421	116,637
Kansas City	35,716	35,165	37,478
Omaha	10,085	30,229	27,638
East St. Louis	54,090	62,201	63,714
St. Joseph	14,715	18,811	15,356
Sioux City	37,747	40,134	17,927
Wichita	4,113	4,398	4,122
Fort Worth	2,956	3,718	1,000
Philadelphia	12,000	17,104	14,808
Indianapolis	8,658	18,313	11,032
New York & Jersey City	55,298	68,841	52,509
Oklahoma City	5,225	5,441	5,040
Cincinnati	10,368	12,050	6,305
Denver	5,553	5,680	12,155
St. Paul	52,540	64,284	42,686
Milwaukee	7,414	14,941	1,562
Total	453,031	533,315	430,033

SHEEP.			
	Week ended Dec. 24.	Cor. week, 1936.	
Chicago	32,835	55,628	32,611
Kansas City	10,036	12,168	17,568
Omaha	13,886	16,678	11,455
East St. Louis	8,764	12,627	6,671
St. Joseph	9,470	13,758	10,333
Sioux City	13,299	17,174	10,917
Wichita	3,290	1,797	1,896
Fort Worth	2,148	3,566	1,000
Philadelphia	10,003	15,236	9,658
Indianapolis	1,934	2,707	1,158
New York & Jersey City	48,349	67,947	47,735
Oklahoma City	2,243	2,137	1,848
Cincinnati	4,481	2,082	1,532
Denver	2,474	5,219	4,546
St. Paul	12,350	20,249	19,119
Milwaukee	859	1,750	203
Total	172,980	241,813	171,250

## LIVESTOCK LOSS EDUCATION

Prevention of losses in livestock marketing was the subject of a national 4-H club contest held at the recent International Livestock Exposition at Chicago which culminated the year's educational work along this line among the young farmers of the country. Five teams consisting of two club members each competed. Each had previously been first prize winners at local, state and interstate livestock shows.

Each demonstration was limited to thirty minutes and consisted of talks on causes of losses in transit and from bruising, illustrated by the use of model loading chutes, trucks, railroad cars and objects commonly used in driving and loading livestock to be marketed. A number of charts were also used to impress upon listeners the loss of approximately \$12,000,000 per year on deads, cripples and from bruising. Specimens of bruised meat were on display to show the damage done by mishandling. Both good and bad practices were demonstrated.

This national contest was held for the first time in 1936 and is under the auspices of the National Live Stock Loss Prevention Board. Thomas E. Wilson,

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

### WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass	Week ending Dec. 24, 1937.....	7,373	2,116
	Week previous .....	9,005	2,840
	Same week year ago.....	8,204	1,813
COWS, carcass	Week ending Dec. 24, 1937.....	1,664	1,347
	Week previous .....	2,253 <sup>1/2</sup>	1,608
	Same week year ago.....	2,321	1,236
BULLS, carcass	Week ending Dec. 24, 1937.....	256	303
	Week previous .....	303	283
	Same week year ago.....	380	421
VEAL, carcass	Week ending Dec. 24, 1937.....	7,218	1,237
	Week previous .....	11,031 <sup>1/2</sup>	1,960
	Same week year ago.....	10,033	1,618
LAMB, carcass	Week ending Dec. 24, 1937.....	30,521	10,151
	Week previous .....	40,158	12,492
	Same week year ago.....	40,075	13,469
MUTTON, carcass	Week ending Dec. 24, 1937.....	2,735	1,184
	Week previous .....	4,593	1,322
	Same week year ago.....	3,431	924
PORK CUTS, lbs.	Week ending Dec. 24, 1937.....	2,378,554	503,754
	Week previous .....	2,276,321	594,702
	Same week year ago.....	1,622,136	427,531
BEEF CUTS, lbs.	Week ending Dec. 24, 1937.....	419,023	.....
	Week previous .....	423,183	.....
	Same week year ago.....	772,371	.....

### LOCAL SLAUGHTERS.

	Week ending Dec. 24, 1937.....	1,637	.....
	Week previous .....	8,718	1,790
	Same week year ago.....	8,028	1,800
CATTLE, head	Week ending Dec. 24, 1937.....	13,662	2,604
	Week previous .....	15,866	2,260
	Same week year ago.....	11,576	2,377
HOGS, head	Week ending Dec. 24, 1937.....	47,695	12,000
	Week previous .....	58,227	17,104
	Same week year ago.....	52,509	14,808
SHEEP, head	Week ending Dec. 24, 1937.....	48,349	5,953
	Week previous .....	67,947	5,826
	Same week year ago.....	47,735	3,658

## RECEIPTS AT CHIEF CENTERS

Week ended Dec. 24, 1937:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Dec. 24.....	144,000	329,000	166,000
Previous week .....	217,000	516,000	232,000
1936 .....	149,000	327,000	194,000
1935 .....	152,000	279,000	207,000
1934 .....	154,000	251,000	179,000

### At 11 markets:

Week ended Dec. 24.....	Hogs.
Previous week .....	289,000
1936 .....	436,000
1935 .....	244,000
1934 .....	288,000
1933 .....	208,000
1932 .....	384,000

### At 7 markets:

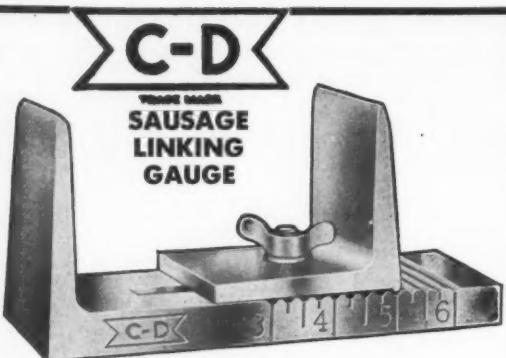
Week ended Dec. 24.....	Cattle.	Hogs.	Sheep.
Previous week .....	100,000	237,000	117,000
1936 .....	159,000	394,000	175,000
1935 .....	101,000	235,000	122,000
1934 .....	109,000	175,000	126,000
1933 .....	95,000	326,000	169,000
1932 .....	94,000	382,000	143,000

## CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first three days of this week totaled 19,809 cattle, 2,880 calves, 39,481 hogs and 19,770 sheep.

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For good experienced men try the "Classified" page of THE NATIONAL PROVISIONER.



Spaced from 3 to 6, 2 to 8, 2 to 13

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SERVING  
THE MEAT PACKING INDUSTRY

# UP and DOWN the MEAT TRAIL

## Meat Packing 40 Years Ago

(From The National Provisioner, Jan. 1, 1898.)

Test on 86,101 winter packed hogs having a gross weight of 20,166,121 lbs., showed dressed weight of 16,365,295 lbs. and shrinkage of 18.84 per cent. Net yield was 29.83 per cent sides; 12.35 per cent hams; 8.88 per cent shoulders; 15.96 per cent lard.

Danahy Packing Co., Buffalo, N. Y., was incorporated with capital stock of \$100,000. Directors were Michael Danahy, Matthew Danahy, J. M. Danahy, A. T. Danahy and H. A. Danahy, all of Buffalo.

Joseph Stern & Son, New York, began slaughtering cattle and small stock in their abattoir at 40th St. and Eleventh Ave. on January 1, 1898.

Memberships in the New York Produce Exchange were quoted nominally at \$150 to \$160, with eight offered for sale as of January 19, 1898.

John A. Atkinson was appointed manager of Thomas J. Lipton's Chicago packinghouse, succeeding Hugh Shields, who took charge of Lipton's London, England, house.

## Meat Packing 25 Years Ago

(From The National Provisioner, Jan. 4, 1913.)

Meat packing at Chicago in the calendar year 1912 totaled 13,043,723 animals, compared with 12,591,246 in 1911. Of the 1912 kill, 1,681,136 were cattle, 482,932 calves, 5,998,782 hogs and 4,880,873 sheep. Of the hogs slaughtered, 352,947 head were received direct by packers.

Sales of fresh beef in Chicago by one large packer for the week ended December 28, 1912, averaged 10.18c per pound. Sales included Christmas deliveries of good and fancy beef to the retail trade.

Report of the chief of the U. S. Bureau of Animal Industry for 1912 pointed to a decline of 14,000,000 head in the country's cattle population in 10 years. In 1912 there were 28 per cent fewer beef cattle than in 1903. Recommendations were made that the federal meat inspection law be amended to give the Bureau greater authority over retail butchers, farmers and meat dealers who enjoyed exemptions from the law's restrictions.

Cincinnati Butchers' Supply Co. celebrated its 27th anniversary on December 28.

Packing plant of Arbogast & Bastian, Allentown, Pa., was badly damaged by fire.

## Chicago News of Today

President Edward A. Schenk, Columbus Packing Co., Columbus, O., was in Chicago during the week.

Charles S. Hughes, president, Hughes-Curry Packing Co., Anderson, Ind., visited Chicago this week.

Frank Kohrs, president, Kohrs Packing Co., Davenport, Ia., was a recent visitor in Chicago.

On the afternoon of December 23 Oscar Mayer & Co. held a Christmas party at their Chicago plant for their 500 employees. The Christmas effect was complete with tree, gifts for all and not one but two Santa Clauses. Sausagemaker John Marhoefer played the part of big Santa Claus and Santa's little helper was impersonated by "Little Oscar," midget chef. The party danced both old-fashioned and modern dances to music by the Oscar Mayer Wiener band. This Christmas party is an annual affair at the Mayer plant, at which all the members of the Mayer family join with their employees in having a good time.

The many friends of George Dunlap, jr., of Hess-Stephenson Co., Chicago packinghouse products brokers, will be glad to know he is out of the hospital and convalescing at his home in Naperville.

Wilson & Bennett Mfg. Co., makers of steel containers, adopted the novel plan of paying Christmas bonuses in silver dollars on the day before Christmas. President S. A. Bennett called in 250 office employees, foremen and key men and distributed over \$15,000, more than half a ton in bright new silver dollars. Bonuses ranged from a minimum of \$5 to as much as \$300, depending upon the length of service. Many employees have been with the company from 10 to 25 years.

A future beef man arrived Christmas Day at the home of Harold DeFord of the D. J. Gallagher brokerage organization. At last reports the whole family was doing fine.

The close of the year finds Ed Wynne rounding out his fiftieth year in the provision pit of the Chicago Board of Trade, in the best of health and retaining to the full the affection and admiration of his associates.

## TWO TEN-POINT BUCKS

G. L. Childress, general manager, Houston Packing Co., and W. E. Anderson, Southern representative, Griffith Laboratories, recently returned from a hunting trip in Southern Texas. The two ten-point bucks in the picture are a part of their bag.

## Countrywide News Notes

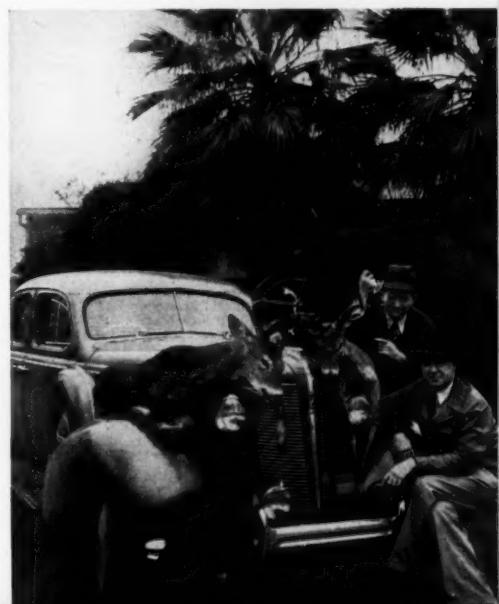
Dr. C. L. Hall has succeeded Dr. J. A. Patton as inspector in charge at John Morrell & Co., Ottumwa, Ia. Dr. Patton has been transferred to Milwaukee, Wis., where he will have charge of federal meat inspection in that city and all outlying stations.

More than \$9,000 in bonuses was distributed at Christmas time to employees of the Kuhner Packing Co., Muncie, Ind. Five hundred persons in the Indianapolis, Muncie and Ft. Wayne divisions shared in the distribution, which was made at the company's annual Christmas meeting at Muncie. Bonus amounts were based on length of service and plant safety records.

East Tennessee Packing Co., Knoxville, Tenn., distributed Christmas bonuses equal to 10 per cent of the annual salaries of employees who had been with the firm since March 1. The bonus, given to about 350 employees, was the nineteenth distributed by the firm in as many years.

Employees of T. L. Lay Packing Co., Knoxville, Tenn., shared in the \$10,000 annual Christmas bonus given by the company. Distribution of a bonus has been a custom for several years and goes to all employees who have served the firm for one year or more.

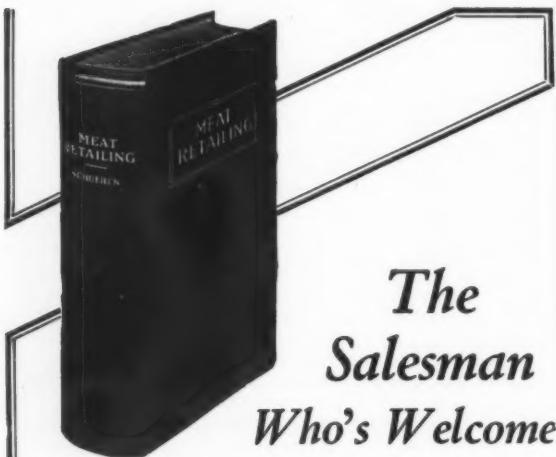
Louis K. Sigman, president, K & B Packing & Provision Co., Denver, Colo., was Santa Claus for Denver's needy for the ninth consecutive year and distributed over 50,000 lbs. of meat in 10-lb. packages at Christmas. Packages given this year contained either a beef or lamb roast, boiling beef and soup meat. Mr. Sigman's annual gift to the needy is due to an early resolve that if successful he would not forget those



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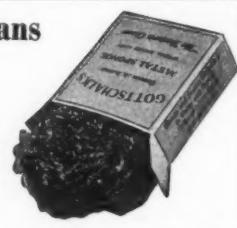
is the man who can and does contribute IDEAS to his customers. If you give retailers concrete suggestions on how to make more money, you in turn will profit more.

"MEAT RETAILING" by A. C. Schueren, is a gold-mine of ideas. It is the only textbook of its kind, and its 850 pages devoted to meat retailing problems provide ammunition for scores of calls on each of your retail accounts.

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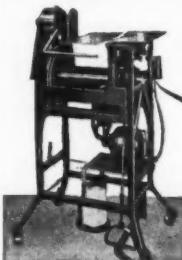
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METAL SPONGE

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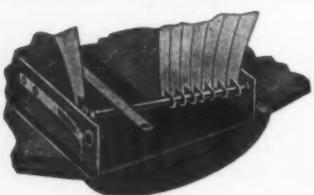


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or shape of package!

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**Chicago, Ill.**

less fortunate. Finally the time came when he could afford to give away 30,000 lbs. of meat and the annual custom was established. One depression year, when need was greatest, Mr. Sigman gave away 102,000 lbs. of meat. Distribution is made through the Denver Post.

A. A. Schaefer, former sales manager for Armour and Company at St. Joseph, Mo., died at his home there this week. He was 58 years old and had been ill for about a year. Mr. Schaefer began his meat industry career with Morris & Co. in 1902 and later joined Armour and Company.

Walter L. Munnecke, packinghouse construction engineer, Detroit, Mich., died at the Jennings hospital in Detroit on December 25, at the age of 66 after a brief illness. Born in Omaha, a brother of vice president V. C. Munnecke of P. Brennan Co., Chicago, he had spent his life in packinghouse work. Originally with the old G. H. Hammond Co., he was connected with the National Packing Co. during its lifetime, and later with Armour and Company. About 18 years ago he left packinghouse work to form with George Pine the construction firm of Pine & Munnecke in Detroit, which was famous in the industry as builder of cold storage and branch houses.

A. H. Baker, former president of the St. Joseph Live Stock Exchange and of the National Live Stock Exchange, died at his home in St. Joseph, Mo., recently. He was widely known throughout the St. Joseph market territory and at live-stock centers throughout the country. He had been active in the livestock commission business since 1905.

H. Gillman, mechanical supervisor, Tobin Packing Co., Fort Dodge, Ia., has been made mechanical supervisor and assistant superintendent of Albany Packing Co., Albany, N. Y., and will make his headquarters there, while still looking after mechanical work at the Iowa plant.

G. W. Boss is the new manager of the Swift & Company branch at Winston-Salem, N. C.

### New York News Notes

Vice president R. A. Rath, Rath Packing Co., Waterloo, Ia., was a visitor to New York recently.

M. T. Zarotschenzoff, inventor of the "Z" process of quick freezing, has returned to New York from a world tour which covered the Pacific Coast, Japan, China, the Philippines, India, Italy, France, Germany and Great Britain, during which he inspected plants and processes in all those countries.

Miss Anne Bothe, secretary to Otto Weber, vice president, Stahl-Meyer, Inc., Manhattan plant, returned to her duties following the Christmas holidays wearing a very handsome engagement ring.

With good health and a faithful lifetime companion Harry L. Meyer has just retired to private life after com-

pleting more than 40 years in the employ of Armour and Company. Mr. Meyer was born in Indiana 62 years ago, and while his early association with Armour and Company was in Western plants of the company, he has been in the East at the plant of the New York Butchers Dressed Meat Company for many years, where he has been in charge of the offal department. He is well known in New York meat circles and enjoyed a wide friendship in the trade, as witnessed by the attendance at a farewell dinner held in his honor at the Hotel McAlpin on December 16. Mr. and Mrs. Meyer are now on their way to Florida, where they plan to build a home.

### 95 Year Service Record

Six members of one family with a total service record of 95 years in the meat industry is the proud boast of Jacob Lauefer, his three sons, a grandson-in-law and a grandson—all associated for the entire period with the Lima Packing Co., Lima, O. The longest service is 30 years and the shortest—that of the grandson—3 years. In the present state of worker unrest and dissatisfaction such a record is unique. So well satisfied was Jacob Lauefer with his surroundings that as his sons came to manhood they joined the same organization, with the third generation now in the harness.

When Jacob Lauefer, a native of the province of Alsace, France, joined the Lima Packing Co., after 19 years of service in the industry, the company

personnel consisted of only 5 men. Now it numbers 150. Arriving in the United States in 1882 as a young man, Mr. Lauefer went to Cincinnati, where after working for sausage manufacturers for a short time, he finally joined the Sander Packing Co., later the Fritch Packing Co. and then to Fogel's. He worked at various points in Ohio and Kentucky and went to Lima in 1887, where for 12 years he worked for John Hoffmann.

There he had some experience in safety measures that affected all his future. Allowing a cake of ice to fall on his foot rather than break the cake, he suffered a bad foot injury. At another time he fell on a meat hook, and when he called for help his fellow workers thought he was singing. So unpleasant was this experience that when he became sausage foreman in the Lima plant he would not permit anyone to "holler or sing." Mr. Lauefer says he learned the meat industry from knocking pen to skillet, that he has never been sick, but has had 35 stitches from injuries received.

Of Mr. Lauefer's three sons associated with the Lima Packing Co., the oldest, Jacob Lauefer, jr., has been there 24 years; Russell Lauefer, 23 years; Bernard, 10 years, Harry Johns, grandson-in-law, 5 years. This, with Mr. Lauefer's service of 30 years, and the grandson's 3 years, makes a family total of 95 years.

The Lima Packing Co. has been in operation for 39 years. B. F. Thomas is president, and his son, R. G. Thomas, is plant manager.



NEARLY A CENTURY WITH LIMA PACKING CO.

Jacob Lauefer, sr., his three sons, his grandson and grandson-in-law, who have a combined service with the Lima Packing Company of 95 years. SEATED (left to right) are Harry Johns, grandson-in-law, employed in pork cutting; Jacob, sr., for many years in charge of sausage manufacture; Jacob Gilmer, grandson, sausage department. BACK ROW (left to right) are Bernard Lauefer, killing; Jacob, jr., hog cutting; Russell Lauefer, sausage foreman.

## RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats in mostly cash and carry stores.

	NEW YORK.			CHICAGO.		
	Dec. 15, 1937.	Dec. 15, 1936.	Dec. 15, 1935.	Dec. 15, 1937.	Dec. 15, 1936.	Dec. 15, 1935.
<b>Beef:</b>						
Porterhouse steak	.44	.46	.46	.44	.40	.41
Sirloin steak	.39	.40	.39	.36	.36	.36
Round steak	.39	.37	.37	.32	.32	.32
Rib roast, 1st 6 cuts	.33	.32	.33	.31	.29	.30
Chuck roast	.25	.24	.25	.23	.23	.24
Plate beef	.18	.14	.18	.15	.14	.14
<b>Lamb:</b>						
Lamb	.29	.26	.28	.28	.24	.27
Loin chops	.42	.38	.41	.41	.35	.37
Rib chops	.37	.31	.34	.38	.33	.33
Stewing	.16	.14	.13	.16	.12	.14
<b>Pork:</b>						
Chops, center cuts	.33	.33	.36	.31	.31	.33
Bacon, strips	.39	.38	.41	.37	.36	.40
Bacon, sliced	.43	.42	.45	.42	.42	.46
Hams, whole	.29	.31	.34	.27	.28	.30
Picnics, smoked	.23	.22	.25	.21	.21	.24
Lard	.16	.18	.22	.14	.16	.18
<b>Veal:</b>						
Cutlets	.45	.42	.45	.40	.37	.37
Loin chops	.38	.36	.37	.34	.31	.32
Rib chops	.33	.33	.32	.30	.28	.29
Stewing (breast)	.19	.17	.17	.15	.16	.14

## PRODUCE MARKETS

### BUTTER.

	Chicago.	New York.
Creamery (92 score)	@33 1/4	34 1/4@34 1/2
Creamery (90-91 score)	30 @31 1/4	34 @35
Creamery firsts (88-90 score)	30 @31 1/4	32 @33

### EGGS.

Extra firsts	@25 1/2	.....
Firsts, fresh	@24 1/2	.....
Standards	27 @28	.....

### LIVE POULTRY.

Fowls	12 @21 1/2	17 @24
Spring	23 1/2 @25	22 @24
Broilers	.17 @23	15 @25 1/2
Old Roosters	.14 @15	.17
Ducks	.12 @24	.22
Geese	.12 @20 1/2	.20
Turkeys	.18 @27	30 @35

### DRESSED POULTRY.

Chickens, 36-42, fresh	@26	@26 1/2
Chickens, 48-54, fresh	@26	@27
Chickens, 55 & up, fresh	@26	27 @27 1/2
Fowls, 31-47, fresh	19 1/2 @22	21 @22 1/2
48-55, fresh	23 1/2 @24	24 @24 1/2
66 and up, fresh	@24 1/2	@25

### BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco week ended Dec. 23, 1937:

Dec. 17.	18.	20.	21.	22.	23.
Chicago	36	37 1/2	37 1/2	34	34 1/4
N. Y.	40 1/2	39 1/2	39 1/2	38 1/2	37 1/2
Boston	40 1/2	40 1/2	40 1/2	39	37 1/2
Phila.	41	40	41	40	39
San Fran.	36 1/2	36 1/2	36 1/2	35 1/2	35 1/2

Wholesale prices carlots—fresh centralized—90 score at Chicago:

36 1/2 35 1/2 35 1/2 34 1/2 32 1/2

Receipts of butter by cities (tubs):

This week.	Last week.	Last year.	Since Jan. 1, 1936.
Chicago	25,122	22,106	21,645 3,168,917 3,042,239
N. Y.	43,549	39,576	31,619 3,163,510 3,333,941
Boston	10,066	11,782	13,066 1,113,581 1,136,789
Phila.	13,633	10,685	12,393 954,502 1,043,474

Total 93,020 84,249 78,723 8,398,510 8,556,463

Cold storage movement (lbs.):—

In	Out	On hand	Storage
Dec. 23.	Dec. 23.	Dec. 24.	last year.
Chicago	25,958	188,336	14,570,741 15,178,611
New York	74,198	101,160	2,699,384 9,527,086
Boston	9,125	1,038,213	1,381,398
Phila.	18,429	22,228	103,464 704,895

Total 118,585 320,840 18,411,802 26,881,990

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on December 29, 1937.

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, 300-500 lbs. <sup>1</sup> :				
Choice	\$14.00@15.00	.....	14.00@15.50	.....
Good	12.00@14.00	.....	12.00@14.00	.....
Medium	11.00@12.00	.....	11.00@12.00	.....
Common (plain)	10.50@11.00	.....	10.50@11.00	.....
STEERS, 500-600 lbs.:				
Prime	14.00@15.50	.....	14.00@16.00	14.00@15.50
Choice	13.00@14.50	.....	12.50@14.50	12.00@14.00
Good	11.00@12.00	.....	11.50@12.50	11.00@12.00
Medium	10.50@11.00	.....	10.50@11.00	10.00@10.50
STEERS, 600-700 lbs.:				
Prime	14.50@16.50	15.00@16.50	14.50@16.50	14.00@16.00
Choice	13.00@15.00	12.50@15.00	13.00@15.00	12.50@14.50
Good	11.00@13.00	10.50@13.00	11.00@13.00	10.50@12.50
STEERS, 700 lbs. up:				
Prime	15.00@17.00	15.50@17.00	15.00@16.50	15.00@16.00
Choice	13.00@15.00	12.50@15.00	13.00@14.50	12.50@14.00
Good	11.00@13.00	10.50@13.00	11.00@12.50	10.50@12.00
COWS:				
Choice	11.00@11.50	11.50@12.00	11.00@12.00	11.00@12.00
Good	10.50@11.00	10.50@11.00	10.50@11.00	10.00@10.50
Medium	10.00@10.50	10.00@10.50	10.00@10.50	10.00@10.50
Common (plain)	10.00@10.50	10.00@10.50	10.00@10.50	10.00@10.50
VEAL <sup>2</sup> :				
Choice	14.00@15.00	16.50@17.50	17.00@18.00	17.00@18.00
Good	13.00@14.00	15.50@16.50	14.00@17.00	15.00@17.00
Medium	12.00@13.00	13.50@15.50	12.50@14.00	13.00@15.00
Common (plain)	10.00@12.00	11.00@13.50	11.50@12.50	11.00@13.00
CALF <sup>3</sup> :				
Good	10.50@11.50	12.50@13.50	12.00@13.00	13.00@14.00
Medium	10.00@10.50	11.50@12.50	11.00@12.00	11.00@13.00
Common (plain)	9.50@10.00	10.00@11.50	9.50@11.00	10.00@11.00
FRESH LAMB AND MUTTON:				
LAMBS, 38 lbs. down:				
Choice	17.00@18.00	17.50@18.50	15.00@17.00	17.00@18.00
Good	16.00@17.00	16.50@17.50	14.00@16.00	15.00@17.00
Medium	15.00@16.00	15.50@16.50	13.00@14.50	14.00@15.00
Common (plain)	13.50@15.00	14.50@15.50	12.00@13.50	13.00@14.50
LAMBS, 39-45 lbs.:				
Choice	17.00@18.00	16.50@17.50	14.00@16.00	16.50@17.00
Good	16.00@17.00	15.50@16.50	13.00@15.00	15.00@16.50
Medium	15.00@16.00	14.50@15.50	12.00@13.50	14.00@15.00
Common (plain)	13.50@15.00	14.00@15.50	11.00@12.50	13.00@14.50
LAMBS, 46-55 lbs.:				
Choice	15.00@16.00	15.50@16.50	12.50@14.00	15.00@16.00
Good	14.00@15.00	14.50@15.50	11.50@13.00	14.00@15.00
MUTTON, EWE, 70 lbs. down:				
Good	9.00@10.00	9.00@10.00	7.50@9.00	.....
Medium	8.00@9.00	8.00@9.00	6.50@8.00	.....
Common (plain)	7.00@8.00	7.00@8.00	6.00@7.00	.....
FRESH PORK CUTS:				
LOINS:				
8-10 lbs. av.	15.00@16.00	15.00@16.00	15.00@16.00	15.00@17.00
10-12 lbs. av.	14.50@15.50	15.00@16.00	15.00@16.50	15.00@16.50
12-15 lbs. av.	14.00@15.00	14.50@15.50	13.50@14.50	14.00@15.50
16-22 lbs. av.	13.00@14.00	13.50@14.50	12.50@13.50	13.00@14.50
SHOULDERS, N. Y. Style, Skinned:				
8-12 lb. av.	12.00@13.50	.....	13.50@15.00	13.50@15.00
PICNICS:				
6-8 lb. av.	14.00@15.00	.....	.....	.....
BUTTS, Boston Style:				
4-8 lb. av.	13.50@15.00	.....	15.50@16.50	15.50@17.00
SPARE RIBS:				
Half Sheets	11.00@12.00	.....	.....	.....
TRIMMINGS:				
Regular	8.00@8.50	.....	.....	.....

<sup>1</sup>Includes Heifers, 450 lbs. down at Chicago. <sup>2</sup>Includes "skin on" at New York and Chicago. <sup>3</sup>Includes sides at Boston and Philadelphia.

## NEWS OF THE RETAILERS

A new meat market has been opened at Lester Osterloth, owner of Peoples' Cash Grocer, Clintonville, Wis.

Harvey Magill has engaged in meat business at 706 Broadway, Chico, Cal.

Dr. E. H. Connel has purchased

Fugitt Meat and Grocery Market, Mt. Vernon, Mo.

C. D. Hester, Selmer, Tenn., has moved to larger quarters and installed new equipment.

Meat and grocery establishment of Tony Stanich, Gig Harbor, Wash., has been destroyed by fire.

## FINANCIAL NOTES

United Stockyards Corp. reports consolidated net income of \$439,190, equivalent to 55 cents per share on average outstanding common stock, during the year ended October 31, 1937. Operating income from eleven stockyards properties totaled \$3,833,582. Operating expenses and other charges amounted to \$3,042,032, leaving \$791,550. Of this amount, \$88,221 was paid out for general and administrative expense; \$246,906 for bond interest and discount, and \$17,232 provided for federal and other taxes. Earnings exceeded dividends paid by 5 cents a share.

A. C. Lawrence Leather Co. reports net profit of \$25,374.91 for the 10 months ended October 29, 1937. Sales for the period were \$17,700,000 and exceeded the first ten months of 1936 by \$2,000,000. Profits, according to the company's report, were exceptionally good during the first half of 1937 but declined during the later months of the year. Inventories were depreciated over \$750,000 during the last two months of the period. Consolidated earned surplus (deficit) account showed a deficit of \$246,449.01 as of October 29, 1937.

Stockholders of Armour and Company on January 28 will be asked to approve a plan under which the company's financing program, originally calling for a maximum issue of \$75,000,000 of bonds or convertible debentures for simplification of capital structure, can be carried out in parts as opportunities present themselves. Amendments to be voted on would modify authorization given earlier so that bonds and debentures may be issued at any time in amounts not to exceed the \$75,000,000 maximum; would make such bonds or debentures convertible into common shares, and would fix terms and basis for conversion of the obligations into stock.

Board of directors of Wilson & Co. this week declared the regular quarterly dividend of \$1.50 on preferred stock, payable February 1 to shareholders of record on January 15. A quarterly dividend on the common stock was paid to shareholders on December 1. The next quarterly dividend would not be payable until March 1, 1938.

## MORRELL ANNUAL REPORT

(Continued from page 10.)

Consolidated statement of profit and loss for the fiscal year ended October 30, 1937 of the company and its domestic and English subsidiaries:

### PROFIT AND LOSS STATEMENT

Net sales (all companies).....	\$89,636,642.32
Operating profit of all companies after deducting all expenses, including repairs and maintenance of properties, but before providing for depreciation, taxes and interest charges.....	\$632,605.46
Miscellaneous income .....	12,040.21
	644,648.67
Deduct:	
Provision for depreciation.....	\$615,312.78
State and local taxes, including social security taxes.....	603,111.74
Interest charges .....	96,766.83
	1,315,191.35
Net loss for year (all companies).....	\$ 670,542.68

Officers of John Morrell & Co. elected at the recent directors' meeting are as follows: T. Henry Foster, president and general manager; W. H. T. Foster, G. M. Foster, J. M. Foster, J. C. Stentz, vice presidents; Geo. A. Morrell, treasurer; J. W. Mock, secretary. Directors are T. H. Foster, W. H. T. Foster, G. M. Foster, J. M. Foster, Henry Getz, George W. Martin, A. Claude Morrell, George A. Morrell, J. C. Stentz, David B. Stern, R. M. Owtwhaite and J. W. Mock.

## Facts About Morrell

In presenting the 1937 financial report to stockholders president T. Henry Foster made the following statement of "interesting facts about your company":

John Morrell & Co. was the first meat packer to wrap hams and bacon in parchment paper; first to pack lard in paper cartons; first to adopt color photography on canned meat labels.

The company employs nearly 6,000 persons in the United States, and has approximately 550 salesmen located in practically every state. Sales agencies are maintained in a number of foreign countries.

Fifteen employees of the company each have spent 50 or more years in its service; 371 employees each have a 25-year record.

The company provides for its employees vacations with pay, group life insurance at no cost to employees, first aid with company doctors and nurses ready to serve at all times, athletic programs, the company magazine, foremen's clubs, male choruses at Ottumwa and Sioux Falls, and cooperates with employees in conducting mutual aid associations and credit unions.

Plants owned and operated by the company are located at Ottumwa, Ia., Sioux Falls, S. Dak., and Topeka, Kans. During the packer fiscal year 1936-37 the company slaughtered 2,319,139 head of livestock, including hogs, cattle, calves and sheep. Nearly 75 government inspectors are on duty at Morrell plants and branches.

An extensive building program was carried on during the year. At Ottumwa there was completed a sheep abattoir, locker and dressing rooms for the beef and sheep building, a 2-story addition to the sheep pens and an elevated sheep drive. At Sioux Falls a 4-story freezer building; new stockyards at Topeka; a new branch house in New York City; and new additions and rearrangements at the branches in Boston, Mass. and Oakland, Cal.

Company branch houses are located

at Aberdeen, S. Dak., Boston, Mass., Brooklyn, N. Y., Des Moines, Ia., Duluth, Minn., Fargo, N. Dak., Lincoln, Nebr., Los Angeles, Cal., Memphis, Tenn., Minneapolis, Minn., Mobile, Ala., two in New York City, Oakland, Cal., Philadelphia, St. Paul, Minn., and Syracuse, N. Y.

## TOVREA CHRISTMAS POSTER

Against a background of Arizona desert and mountains an Indian woman weaves on a rug the message "Season's Greetings—Tovrea's" on the Christmas poster of the Tovrea Packing Co., Phoenix, Ariz. The poster, 24 x 64 in. in size, is boldly executed in rich oil colors on heavy paper. When displayed on the wall of a retail store or billboard it would be sure to attract the attention of anyone near it.

## CALENDAR MEAT EDUCATION

A beef buyer's guide and menu suggestions are combined in the two 1938 calendars which are now being distributed by the Cudahy Packing Co. Both calendars show a side of beef, retail cuts derived from it and the meat dishes in which beef may be used in attractive and appetizing colors. One of the calendars is a "pocket edition," suitable for use in a purse, billfold or desk. The other is a large size wall calendar with blue and red (in the beef cutting chart) predominating.

## PACKER AND FOOD STOCKS

Price ranges of listed stocks, December 28, 1937, or nearest previous date compared with a week ago.

	Sales. Week ended Dec. 28.	High. —Dec. 28.—	Low. Dec. 28.	Clos. Dec. 28. 21.
Amal. Leather..	2,000	2	2	2
Do. Pfd.....	100	20	20	20
Amer. H. & L. ....	4,500	8½	8¼	3½
Do. Pfd.....	200	21½	21½	21½
Amer. Stores....	2,850	8½	8½	5½
Amex. Ill....	35,350	5%	5%	5%
Do. Pr. Pfd... 300	0	59%	59%	62½
Do. Pfd.....	.....	.....	.....	97
Do. Del. Pfd.	.....	.....	.....	99
Beechnut Pack.	200	96	96	96
Bohach H. C....	125	3	3	3
Do. Pfd.....	360	16	15½	16
Chick. Co. Oil....	1,700	12½	12½	12½
Childs. Co....	3,000	3½	3½	4½
Cudahy Pack....	2,100	13%	12½	12½
Do. Pfd.....	110	60	60	60
First Nat. Strs....	3,300	28½	27½	27½
Gen. Foods....	5,300	31	30	31
Gobel Co....	3,400	2½	2	2½
Gr.A & P 1st Pfd.	100	120%	120%	118
Do. New.....	925	47%	45½	45½
Hormel. G. A....	50	16	16	16
Hygrade Food....	400	1%	1%	1%
Kroger G. Co....	7,000	15	14½	14½
Lilac McNeill....	2,000	2%	1½	1½
Mickeyberry Co....	1,000	2%	2%	2½
M. & H. Pfd....	360	3	3	3
Morrell & Co....	700	21½	21½	21½
Nat. Ten....	5,500	3%	3	3½
Proc. & Gamb....	5,600	46	45½	45½
Do. Pfd.....	40	11½	11½	11½
Rath Pack....	.....	.....	.....	16%
Safeway Stores....	7,200	11	11	11
Do. 5% Pfd....	270	72	72	72
Do. 6% Pfd....	270	88	88	86%
Do. 7% Pfd....	270	100%	100	100
Stahl Meyer....	.....	.....	.....	1½
Swift & Co....	9,350	16%	16	16½
Do. Intl....	3,100	23½	22½	22½
Truks Pork....	.....	.....	.....	7½
U. S. Leather....	1,100	5%	5½	5½
Do. Pfd....	3,800	7½	7½	9½
Do. Pr. Pfd....	200	70	65	65
Wesson Oil....	3,100	27	26	26½
Wilson & Co....	9,000	5½	5½	5½
Do. Pfd....	200	54%	54%	54%
Do. Pfd....	400	74½	74½	74½

Net loss for year (all companies).....

Week Ending January 1, 1938

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# Chicago Market Prices

## WHOLESALE FRESH MEATS

### Carcass Beef

	Week ended	Cor. week,
Prime native steers—	Dec. 28, 1937.	1938.
400-600	18½@19½	18½@19½
600-800	18½@19½	18@18½
800-1000	18½@19½	17½@18
Good native steers—		
400-600	15½@16	17@17½
600-800	15½@16	16½@17
800-1000	15½@16	16½@17
Medium steers—		
400-600	12@12½	16@16½
600-800	12@12½	15½@16
800-1000	12@12½	15½@16
Heifers, good, 400-600	12@13	16@16½
Cows, 400-600	10½@11½	10@10½
Hind quarters, choice	@23½	@24
Fore quarters, choice	@14	@15

### Beef Cuts

Steer loins, prime	@44	@34
Steer loins, No. 1	@34	@30
Steer loins, No. 2	@24	@20
Steer short loins, prime	@61	@47
Steer short loins, No. 1	@47	@36
Steer short loins, No. 2	@31	@25
Steer loin ends (hips)	@22	@24
Steer loin ends, No. 2	@20	@23
Cow loins	@15	@17
Cow short loins	@19	@19
Cow loin ends (hips)	@12	@15
Steer ribs, prime	@32	@25
Steer ribs, No. 1	@24	@22
Steer ribs, No. 2	@18	@21
Cow ribs, No. 2	@12	@12
Cow ribs, No. 3	@9	@10
Steer rounds, prime	@15	@16½
Steer rounds, No. 1	@15	@16
Steer rounds, No. 2	@14½	@15½
Steer chuck, prime	@14	@13½
Steer chuck, No. 1	@13	@12½
Steer chuck, No. 2	@12	@11½
Cow rounds	@12	@11½
Steer chuck	@11	@10
Steer plates	@11½	@11
Medium plates	@11½	@11
Briskets, No. 1	@18	@14
Steer navel ends	@10	@10½
Cow navel ends	@8½	@7½
Fore shanks	@10	@9
Hind shanks	@8	@6
Steer shanks, No. 2	@6	@6
Strip loins, No. 2	@40	@45
Sirloin butts, No. 1	@28	@28
Sirloin butts, No. 2	@20	@20
Beef tenderloins, No. 1	@75	@70
Beef tenderloins, No. 2	@55	@50
Rump butts	@13	@11½
Flank steaks	@18	@22
Shoulder clods	@15	@12
Longing tenderloins	@6	@6
Inside, green, 5@6 lbs.	@17	@13
Outside, green, 5@6 lbs.	@15	@12½
Knuckles, green, 5@6 lbs.	@16½	@13

### Beef Products

Brains (per lb.)	@ 9	@ 7
Hearts	@11	@10
Kidneys	@10	@18
Sweetmeats	@23	@12
Ox-tail, per lb.	10	@12
Fresh tripe, plain	@ 9	@ 9
Fresh tripe, H. C.	@11½	@11½
Livers	@20	@19
Kidneys, per lb.	@ 9	@10

### Veal

Choice carcass	@17	15 @16
Good carcass	@16	12 @14
Good saddles	@20	17 @19
Good racks	@15	12 @13
Medium racks	8	@12

### Veal Products

Brains, each	@12	@11½
Sweetbreads	@35	@35
Calf livers	@36	@45

### Lamb

Choice lambs	@19	@15
Medium lambs	@17	@13
Choice saddles	@21	@18
Medium saddles	@19	@16
Medium forces	@17	@12
Medium forces	@16	@10
Lamb fries, per lb.	@30	@30
Lamb tongues, per lb.	@15	@15
Lamb kidneys, per lb.	@20	@20

### Mutton

Heavy sheep	@ 8	@ 6
Light sheep	@10	@ 8
Heavy saddles	@ 9	@ 8
Light saddles	@12	@10
Heavy forces	@ 7	@ 4
Light forces	@ 8	@ 6
Button legs	@14	@11
Mutton stew	@12	@ 8
Mutton stew	@ 7	@ 5
Sheep tongues, per lb.	@12½	@12½
Sheep heads, each	@14	@10

## Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.	@15½	@20
Picnics	@11	@14½
Skinned shoulders	@12	@15½
Tenderloins	@30	@30
Spare ribs	@11	@12½
Back fat	@10	@12
Bottom ribs	@14½	@18½
Boneless butts, cellar trim, 2@4	@19	@25
Hocks	@10	@10
Tails	@12	@12
Neck bones	@ 5	@ 4½
Slip bones	@13	@13
Blade bones	@11	@11
Pigs' feet	@ 5½	@ 4½
Kielbys, per lb.	@ 9	@ 9½
Livers	@ 9	@ 8
Brains	@ 9	@ 8
Ears	@ 6	@ 6
Snouts	@ 9	@ 8
Heads	@ 7½	@ 7
Chitterlings	@ 7	@ 7

## Dry Salt Meats

Clear bellies, 14@16 lbs.	@11½
Clear bellies, 18@20 lbs.	@11
Rib bellies, 25@30 lbs.	@10½
Fat backs, 10@12 lbs.	@ 7
Fat backs, 14@16 lbs.	@ 9
Regular plates	@ 8½
Jowl butts	@ 7½

## WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	21½@22½
Fancy skd. hams, 14@16 lbs., parchment paper	22½@23½
Standard reg. hams, 14@16 lbs., plain	20@21
Picnics, 4@8 lbs., short shanks, plain	18@19
Picnics, 4@8 lbs., long shanks, plain	17@18
Fancy bacon, 6@8 lbs., parchment paper	28@29
Standard bacon, 6@8 lbs., plain	24@25
No. 1 beef sets, smoked	
Insoles, 8@12 lbs.	32@33
Outsides, 5@9 lbs.	28½@29½
Knuckles, 5@9 lbs.	29@30
Cooked hams, choice, skin on, fatted	@33
Cooked hams, choice, skinless, fatted	@36½
Cooked picnics, skin on, fatted	@25½
Cooked picnics, skinless, fatted	@26½
No. 1 beef sets, unsmoked	
Insoles	32@33
Outsides	28½@29½
Knuckles	29@30
Dressed canners, 350 lbs. and up	9@9½
Dressed cutter cows, 400 lbs. and up	9@9½
Dr. bologna bulls, 600 lbs. and up	@10½
Dr. tongues, canner trim, S. P.	@13

## BARRELED PORK AND BEEF

Meat pork, regular	\$ 25.00
Family back pork, 24 to 34 pieces	@27.00
Family back pork, 35 to 45 pieces	@27.00
Clear back pork, 40 to 50 pieces	@32.00
Beef pork	@23.00
Brisket pork	@26.50
Flank plate	@26.50
Extra plate beef	@27.50
Clear plate pork, 25 to 35 pieces	@24.00

## VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$18.00
Liver tongue, cut, 200-lb. bbl.	16.00
Regular tripe, 200-lb. bbl.	16.50
Honeycomb tripe, 200-lb. bbl.	26.00
Pocket honeycomb tripe, 200-lb. bbl.	27.00

## LARD

Prime steam, cash, Bd. Trade	\$ 7.90n
Prime steam, loose, f.o.b. Chgo.	7.62½ax
Refined lard, tierces, f.o.b. Chgo.	@ .10
Kettle rend, tierces, f.o.b. Chgo.	@ .11
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ .11%
Neutral, tierces, f.o.b. Chicago	@ .11
Compound, veg. tierces, c.a.f.	@ .09%

## OLEO OIL AND STEARINE

Extra oleo oil	10 @10½
Prime No. 2 oleo oil	8½ @ 9½
Prime oleo stearine, edible	7 @ 7½
Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt	5½ @ 6
White deodorized, in bbls., f.o.b. Chgo.	9½ @ 9½
Yellow, deodorized	9½ @ 9½
Soap stock, 50% f.t.a. f.o.b. mills	1 @ 1½
Soya bean oil, f.o.b. mills	5½ @ 6
Corn oil, in tanks, f.o.b. mills	6½ @ 6½
Cocoanut oil, sellers tanks, f.o.b. coast	3½ @ 4
Refined in bbls., f.o.b. Chicago	6 @ 6

## OLEOMARGARINE

(F. O. B. CHICAGO.)

White domestic vegetable margarine...	@15%
White animal fat margarine, in 1 lb. cartons, rolls or prints	@15
Puff paste (water churned)	@12½
(milk churned)	@14

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton	@@25
Country style sausage, fresh in link	@@20½
Country style sausage, fresh in bulk	@@18½
Country style sausage, smoked	@@23½
Frankfurters, in sheep casings	@@23½
Bologna, in beef middle, choice	@@16½
Liver sausage in beef bungs	@@19½
Head cheese	@@19
New England luncheon specialty	@@22
Minced luncheon specialty, choice	@@17½
Tongue sausage	@@20½
Blood sausage	@@19½
Souse	@@20½
Polish sausage	@@23

## DRY SAUSAGE

Cervelat, choice, in hog bungs	@@41
Thuringer cervelat	@@21
Farmer	@@29
Holsteiner	@@23
B.C. salami, choice	@@21
Miller's salami, choice in hog middles	@@37
B.C. salami, new condition	@@21
Mortadella, new condition	@@19
Capicola	@@46
Italian style ham	@@35
Virginia hams	@@46

## SAUSAGE IN OIL

Bologna style sausage, in beef rounds	\$ 6.00
Small tins, 2 to crate	\$.00
Frankfurt style sausage, in sheep casings	7.56
Small tins, 2 to crate	7.56
Smoked link sausage, in hog casings	7.56
Small tins, 2 to crate	7.56

## SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	8 @ 8½
Special lean pork trimmings	@@13
Extra lean pork trimmings	@@

# BEFORE YOU BUY

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HAMS—BACON  
DRIED BEEF



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Beef—Veal  
Lamb—Sausage

*HYGRADE'S Original WEST VIRGINIA HAM*

HYGRADE FOOD PRODUCTS CORP.

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Hunter Packing Company

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		ROANOKE, VA. 317 E. Campbell Ave.



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Wilmington Provision Company

TOWER BRAND MEATS

Slaughterers of Cattle, Hogs,  
Lambs and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

## Chicago Markets

(Continued from page 44.)

### SPICES

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime Resifted	16 1/4	18
Chili Pepper, Fancy	17	18 1/2
Chili Powder, Fancy	20	20
Cloves, Amboyna	27	51
Mustard, Medium	18	22 1/2
Zanzibar	20	20
Ginger, Jamaica	18 1/2	22 1/2
African	17	19
Mace, Fancy Bands	65	70
East India	60	65
E. I. & W. I. Blend	60	65
Mustard Flour, Fancy	22 1/2	22 1/2
No. 1	15	15
Nutmeg, Fancy Bands	26	26
East India	22	22
E. I. & W. I. Blend	28	28
Paduka, Extra Fancy	29	29
Hungarian, Fancy	24	24
Pepita Sweet Red Pepper	26 1/2	25 1/2
Pimlico (220-lb. bbls.)	25 1/2	25 1/2
Pepper, Cayenne	23	23
Red Pepper, No. 1	18	18
Pepper, Black Aleppy	10	11 1/2
Black Lampong	6%	8
Black Tellicherry	10	11 1/2
White Java Munton	11	12 1/2
White Singapore	10 1/2	12
White Packers	11 1/2	11 1/2

### SEEDS AND HERBS

	Ground	Whole. Sausage.
Caraway Seed	9	11
Celery Seed, French	19 1/2	23 1/2
Comino Seed	11 1/2	14
Coriander Morocco Bleached	10	10
Coriander Morocco Natural No. 1	8 1/2	10 1/2
Mustard Seed, Cal. Yellow	9 1/2	12 1/2
American	8 1/2	11 1/2
Marjoram, French	22 1/2	25 1/2
Oregano	15	18
Sage, Dalmatian Fancy	8 1/2	10
Dalmatian No. 1	8	9 1/2

### SAUSAGE CASINGS

(F. O. B. CHICAGO.) (Prices quoted to manufacturers of sausage.)	
Beef casings:	
Domestic rounds, 180 pack.	16
Domestic rounds, 140 pack.	27
Export rounds, wide.	34
Export rounds, medium.	22
Export rounds, narrow.	38
No. 1 weansands.	6
No. 2 weansands.	6
No. 3 weansands.	6
No. 4 weansands.	6
No. 5 weansands.	6
No. 6 bungs.	13
No. 7 bungs.	6
Middies, regular	6
Middies, select, wide, 2 1/2 in.	45
Middies, select, extra wide, 2 1/2 in. and over	45
Dried bladders:	
12-15 in. w. flat.	70
10-12 in. w. flat.	60
8-10 in. w. flat.	35
6-8 in. w. flat.	25
Hog casings:	
Narrow, per 100 yds.	2.45
Narrow, special, per 100 yds.	2.35
Medium, regular	2.00
English medium	1.75
Wide, per 100 yds.	1.45
Extra wide, per 100 yds.	1.35
Export bungs.	25
Large prime bungs.	20
Medium prime bungs.	14
Small prime bungs.	9
Middies, per set.	16
Stomachs	11

# New York Market Prices

### LIVE CATTLE

Steers, good, 1225-1346 lb.	\$ 8.85 @ 8.90
Steers, medium to good.	7.75 @ 8.50
Cows, common to medium.	5.25 @ 6.25
Cows, low cutter to cutter.	3.75 @ 5.25
Bulls, sausage	6 @ 7.25
Bulls, cutter to medium.	5.00 @ 7.00

### LIVE CALVES

Vealers, choice	\$13.00 @ 13.50
Vealers, medium to good.	10.50 @ 12.00
Vealers, cull and common.	5.50 @ 9.00
Calves, common and medium.	5 @ 7.50

### LIVE HOGS

Hogs, good to choice, 198-lb.	\$ @ 9.05
Sows	@@ 7.00

### LIVE LAMBS

Lambs, good to choice	\$ @ 9.50
Ewes, common to good.	2.50 @ 5.00

### DRESSED BEEF

City Dressed.	
Western Dressed Beef.	
Native steers, 600@800 lbs.	20 @ 23
Native choice yearlings, 440@600 lbs.	18 @ 22
Good to choice heifers.	15 @ 17
Good to choice cows.	12 @ 14
Common to fair cows.	10 @ 11
Fresh bologna bulls.	11 1/2 @ 12 1/4

### BEEF CUTS

Western.	City.
No. 1 ribs.	30 @ 32
No. 2 ribs.	25 @ 28
No. 3 ribs.	20 @ 24
No. 1 loins.	45 @ 48
No. 2 loins.	35 @ 40
No. 3 loins.	25 @ 28
No. 1 hinds and ribs.	23 @ 25
No. 2 hinds and ribs.	18 @ 22
No. 1 rounds.	16 @ 18
No. 2 rounds.	15 @ 15
No. 3 rounds.	13 @ 14
No. 1 chuck.	15 @ 16
No. 2 chuck.	13 @ 14
No. 3 chuck.	12 @ 13
Bologna.	12 1/2 @ 13 1/4
Rolls, reg. 6@8 lbs. av.	23 @ 25
Rolls, reg. 4@6 lbs. av.	18 @ 20
Tenderloin, 4@5 lbs. av.	50 @ 60
Tenderloin, 5@6 lbs. av.	50 @ 60
Shoulder clods.	16 @ 18

### DRESSED VEAL

Good	10 1/2 @ 17 1/2
Medium	15 1/2 @ 16 1/2
Common	14 1/2 @ 15 1/2

### DRESSED SHEEP AND LAMBS

Lambs, spring, prime.	18 @ 19
Lambs, spring, good.	17 @ 18
Lambs, 35 lbs. down.	16 @ 17
Sheep, good.	10 @ 12
Sheep, medium.	8 @ 10

### DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	...\$13.50 @ 14.50
-------------------------------------	--------------------

### FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	@ 16 1/2
Pork tenderloins, fresh.	@@ 23
Pork tenderloins, frozen.	@@ 23
Shoulders, Western, 10@12 lbs. av.	@@ 14
Butts, boned, Western.	@@ 17
Butts, regular, Western.	@@ 16
Hams, Western, fresh, 10@12 lbs. av.	@@ 20
Hams, Western, fresh, 6@8 lbs. av.	@@ 15
Pork trimmings, extra lean.	@@ 18
Pork trimmings, regular 50% lean.	@@ 11
Spareribs	@@ 15

### SMOKED MEATS

Regular hams, 8@10 lbs. av.	24 @ 25
Regular hams, 10@12 lbs. av.	23 @ 24
Regular hams, 12@14 lbs. av.	22 1/2 @ 23 1/2
Skinned hams, 10@12 lbs. av.	23 1/2 @ 24 1/2
Skinned hams, 12@14 lbs. av.	23 1/2 @ 24 1/2
Skinned hams, 18@20 lbs. av.	21 @ 22
Picnics, 4@6 lbs. av.	18 @ 19
Picnics, 6@8 lbs. av.	17 @ 18
Bacon, picled, 8@12 lbs. av.	20 @ 21
Bacon, boneless, Western.	26 1/2 @ 28
Bacon, boneless, city.	26 1/2 @ 27
Volllettes, 8@10 lbs. av.	21 @ 22
Beef tongue, light.	@@ 23
Beef tongue, heavy.	@@ 24

### FANCY MEATS

Fresh steer tongues, untrimmed.	16c a pound
Fresh steer tongues, 1. c. trimmed.	28c a pound
Sweetbreads, beef.	35c a pound
Sweetbreads, veal.	70c a pair
Beef kidneys.	14c a pound
Mutton kidneys.	4c each
Livers, beef.	29c a pound
Oxtails.	18c a pound
Beef hanging tenders.	30c a pound
Lamb frys.	12c a pair

### BUTCHERS' FAT

Shop Fat.	\$1.75 per cwt.
Breast Fat.	2.50 per cwt.
Edible Suet.	4.00 per cwt.
Inedible Suet.	3.00 per cwt.

### GREEN CALFSKINS

5-9 1/2-12 1/2 12 1/2-14 1-18 up	18 up
----------------------------------	-------

Prime No. 1 Veals.	11 1.60 1.65 1.70 1.85
Prime No. 2 Veals.	10 1.40 1.45 1.50 1.55
Buttermilk No. 1.	8 1.30 1.35 1.40
Buttermilk No. 2.	7 1.15 1.20 1.25
Branded Gruby.	5 .60 .70 .75 .80
Number 8.	5 .60 .70 .75 .80

Round shins, heavy, delivered basis.	\$70.00 @ \$75.00
Light, delivered basis.	60.00 @ \$65.00

Flat shins, heavy, delivered basis.	60.00
Light, delivered basis.	55.00

Thighs, blades and buttocks.	62.50
White hoofs.	65.00

Black and striped hoofs.	40.00
--------------------------	-------

### COOPERAGE

(Prices at Chicago)	
---------------------	--

Ash pork barrels, black hoops.	\$1.52 @ 1.55
Ash pork barrels, galv. hoops.	1.62 1/2 @ 1.65
Oak pork barrels, black hoops.	1.52 1/2 @ 1.55
Oak pork barrels, galv. hoops.	1.62 1/2 @ 1.65
White oak ham tierces.	2.42 1/2 @ 2.45
Red oak lard tierces.	2.12 1/2 @ 2.15
White oak lard tierces.	2.22 1/2 @ 2.25

**S. OPPENHEIMER & CO.**

*Incorporated in Illinois*

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**SAUSAGE CASINGS**

610 ROOT ST., CHICAGO

470 WASHINGTON ST., NEW YORK

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WHOLESALE SLAUGHTERERS OF  
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**Selected Beef and Sheep Casings**

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# Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Position Wanted

### Specialties Salesman

Canned meat salesman with 10 years' experience successfully selling mid-west tallers, jobbers and chains desire new location. Has excellent contacts. Thoroughly responsible with unquestionable ability and executive capabilities. Location secondary. W-981, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Salesman, Provision Man

High-grade man with 15 years' branch house experience with one of the leaders seeks change. Capable of assuming full charge of fresh and smoked meats, sausage, refinery and sales. Excellent trade and character references. W-982, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Superintendent

Wanted, position as superintendent of medium-sized plant. Many years' experience in both large and small plants. Can produce quality products and operate all departments on economical basis. Best references as to ability and qualifications. W-975, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Superintendent

Available now, will go anywhere. Thoroughly practical in all departments; cattle, hogs, sheep and calves. Excellent references as to character, experience and ability. Progressive and not lacking in initiative. Can and have shown results. W-972, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Hog Buyer

Experience for sale. Are you looking for order buyer with wealth of experience? Such a man is available on short notice. He has worked for reliable packers for over 20 years, 16 of which were spent with one concern. Now operating on commission but would like connection with reputable packer who can use his experience to good advantage. Location secondary. Prime interest is connection with packer worthy of experience offered. W-983, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Miscellaneous

### Sell or Lease Meat Market

Fully equipped wholesale and retail meat market and sausage room. Brick building. Built-in 14x14x12 cooler with trackage. Lipman ammonia ice machine, new 12-ft. meat display case. Good location, going business, money maker. Sell fixtures, lease building or will consider leasing both. Poor health reason for selling. Frank Stupka, 1843 W. Main St., Oklahoma City, Okla.

### Biochemical Investigations

Bacteriological and biochemical investigations related to meats and meat products. Lyons Research Laboratories, 204 S. Wisner St., Jackson, Michigan. D. C. Lyons, Ph. D., Dir.

## Men Wanted

### Casing Man

Experienced beef and hog casing man wanted by small mid-western packer. W-984, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Butcher

Wanted, butcher. Must be good splitter, Skinner and beef-boner for small slaughter house. Steady job. Write reference and wages to start. W-985, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Salesman

Wanted, salesman to wholesale trade. Reply by letter only, stating experience, references, etc. Charles Hollenbach, Inc., manufacturers of summer sausage, 2653 Ogden Ave., Chicago, Ill.

### Salesmen

Wanted, experienced men now calling on the meat packing industry to service a product to that industry. Reply stating experience, territory covered and references. W-977, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Refinery Man

Wanted, experienced lard and inedible man capable of foremanship in packing plant located in southern Ohio. Apply in own handwriting giving age, experience and references. W-962, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Business Opportunities

### Sell or Rent Packing Plant

Must sacrifice modern brick 3-story fire-proof packing plant equipped ready to operate. Will sell or rent. Located on two railroad sidings, B. & O. and P. R. R. Large pens and pasture. Can be in operation within a few hours. Write or wire Center Coal Co., Indiana, Pa.

## Plant for Sale

### Packing Plant

For sale, small, modern packing plant in rich agricultural district, fully equipped. Write or wire Norman W. Peters, Receiver, Tiffin, Ohio.

Dispose of your Surplus Equipment thru THE NATIONAL PROVISIONER  
Classified Ads.

## Equipment for Sale

### Used Sausage Machinery

For sale, No. 43 "Buffalo" mixer, \$90; No. 43-B "Buffalo" silent cutter, \$200; 200-lb. Randall stuffer, \$100. Excellent condition and will be guaranteed. Berks Packing Co., Inc., Reading, Pa.

### Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine. Brownell boiler, Gem City boiler, lard balance scale, cattle scale, track scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

### Harrington Lard Fillers

For sale, 3 Harrington lard filling units; one 1-lb. size, one 4-lb., 8-lb. size, and one for larger packages. FS-907, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### M & M Hog

For sale, one CRE Mitts & Merrill hog, No. 15, with 28-in. hopper, driven by 100 h.p. motor, suitable for grinding cracklings, tankages, shop fat and bones, etc. Machine in good condition and priced right. FS-941, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Used and New Equipment

For sale, 50 new square ham containers 4 1/4 in. wide, 4 1/4 in. high for 8-lb. to 10-lb. hams, \$4.00 each; 1 new rendering tank 5 ft. x 8 ft.; one 36-in. cage mill with rotary screen; 1 crackling chopper. Priced at small fraction of their value.

CHAS. ABRAMS  
1422 S. 5th St., Philadelphia, Pa.

### Used Equipment for Sale

3 Anderson No. 1 Oil Expellers, motor driven, with 15-H.P., AC motors, complete with tempering apparatus; 2 Anderson RB Expellers; two 4 ft. x 9 ft. Mechanical Mfg. Co. Lard Rolls; 1 Allbright Neil 2 1/2 ft. x 5 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers 10' dia.; one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 2 in. x 16 in. Gruendler Hammer Mill; Jay-Bee Hammer Mill, No. 2, No. 3, for cracklings; Mechanical Mfg. Co. Double Arm Meat Mixers; 1 Buffalo No. 23 Silent Cutter; 1 Enterprise Meat Chopper; 1 "Boss" No. 100 Meat Chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses, Kettles, Pumps, etc. What have you for sale? Send us a list.

CONSOLIDATED PRODUCTS COMPANY  
14-19 Park Row, New York, N. Y.  
Shops and Plant  
331 Doremus Ave., Newark, N. J.



# Advertisers

IN THIS ISSUE OF THE NATIONAL PROVISIONER

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applications which make for an equal operating and sales improvement. Those that furnish services employ the newest equipment and latest methods, enabling them to quote you rates offering similar advantages. You will find it well worth while to watch these firms' advertising.



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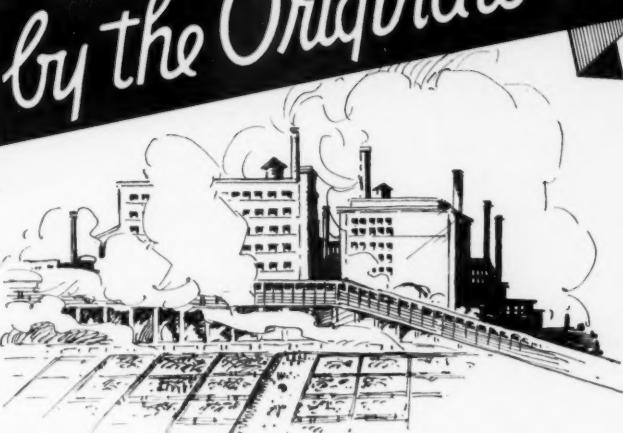


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*While every precaution is taken to insure accuracy we cannot guarantee against the possibility of a change or omission in this index.*

# DEPILATORS

## by the Originators

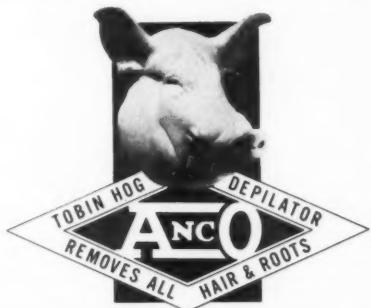


for the *Smallest*  
to the *Largest* . . .  
**HOG SLAUGHTERER**

MADE SIMPLE  
for the "LITTLE FELLOW"

## ALL CAPACITIES

*This Head was Never Shaved*



NO HAND SHAVERS ARE EVER NEEDED  
where ANCO Tobin Depilating Process and  
Equipment are used. All hair is removed  
with the roots even from the deepest  
wrinkles or crevices.

The original ANCO Tobin Hog Depilator has been  
in steady operation for a year in The Tobin Pack-  
ing Co. Plant, Ft. Dodge, Iowa. A number of  
other Depilators have since been installed by The  
Allbright-Nell Co. The astonishing success and  
satisfaction attained by all of these users far  
exceeds all expectations. The users find that with  
this equipment they can slaughter hogs cheaper  
than ever before. Each of these ANCO Installations  
is licensed under The Tobin Depilating Process Pat-  
ent, 2,100,299; other patents are pending.

## THE ALLBRIGHT-NELL CO.

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New York, N. Y.

5323 S. Western Boulevard,  
Chicago, Ill.

Western Office:  
111 Sutter Street  
San Francisco, Calif.



## **no stronger than its weakest link . . .**

A chain is no stronger than its weakest link . . . and this is especially true in the manufacture of sausage. Much of the value of fine ingredients and skillful blending is likely to be lost when inferior casings are used.

Swift casings can play an important part in maintaining the high quality of your sausage products . . . expert operators process and sort these casings with care and dispatch, then speedily place them under refrigeration. Little wonder that they come to you fresh, uniform, and outstandingly fine in color.

To be sure that your sausage will look its very best, see that it's stuffed in Swift casings. There is a type and a package to suit every need. Call your local Swift & Company representative . . . he'll be glad to discuss your specific requirements.

**SWIFT'S**

*Selected* **CASINGS**  
BEEF • PORK • SHEEP

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